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1994 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

TABLE OF CONTENTS

A 1994 AHMA Government Relations Survey Summary for Manufacturers

B Survey Summary (Continued)

C Survey Summary (Continued)

D Survey Summary (Continued)

E Survey Summary (Continued)

F Survey Summary (Continued)

G Survey Summary (Continued)

H Survey Summary (Continued)

I Survey Summary (Continued)

J Survey Summary (Continued)

K Survey Summary (Continued)

L Survey Summary (Continued)

M Survey Summary (Continued)

TABLE 1 Q.1 - Product line(s) manufactured by your firm

TABLE 2 Q.2 - Annual volume of product line(s) manufactured by your firm

TABLE 3 Q.3 - Number of employees

TABLE 4 Q.3 - Percentage of employees who are part-time

TABLE 5 Q.4 - Union status

TABLE 6 Q.5 - Whether have plans to increase number of employees in 1994

TABLE 7 Q.5 - Percentage increase of new employees in 1994

TABLE 8 Q.6 - Whether had any layoffs in 1993

TABLE 9	Q.6	- Percentage of workforce affected by layoffs in 1993
TABLE 10	Q.7	- Whether company foresees an increase in direct employee wage costs in 1994
TABLE 11	Q.7	- Percentage increase company foresees in direct employee wage costs
TABLE 12	Q.8	- Percentage of employee expense attributed to indirect cost: Health benefits
TABLE 13	Q.8	- Percentage of employee expense attributed to indirect cost: Pensions
TABLE 14	Q.8	- Percentage of employee expense attributed to indirect cost: Other
TABLE 15	Q.9	- Whether firm expects an increase in unit sales in 1994
TABLE 16	Q.9	- Estimate percentage of increase in sales unit
TABLE 17	Q.10	- Whether expect an increase in dollar sales volume in 1994
TABLE 18	Q.10	- Estimate percentage of increase in dollar volume
TABLE 19	Q.11	- Whether firm plans to increase plant and equipment purchases in 1994
TABLE 20	Q.11	- Estimate percentage of increase in plant and equipment purchases
TABLE 21	Q.12	- Whether firm plans to expand its physical plant in 1994
TABLE 22	Q.13	- Forecast for 1994 for the following economic indices (for the 12-month period average): "Inflation"
TABLE 23	Q.13	- Forecast for 1994 for the following economic indices (for the 12-month period average): "Unemployment"
TABLE 24	Q.13	- Forecast for 1994 for the following economic indices (for the 12-month period average): "Gross national product"
TABLE 25	Q.13	- Forecast for 1994 for the following economic indices (for the 12-month period average): "Prime interest rate"
TABLE 26	Q.14	- Whether would support a consumption tax to reduce the nation's deficit

TABLE 27 Q.15 - In order to reduce the federal budget deficit would you favor: "Reducing entitlement programs for the affluent"

TABLE 28 Q.15 - In order to reduce the federal budget deficit would you favor: "Phasing out all farm price supports"

TABLE 29 Q.15 - In order to reduce the federal budget deficit would you favor: "Reducing defense spending"

TABLE 30 Q.15 - In order to reduce the federal budget deficit would you favor: "Imposing a consumption tax"

TABLE 31 Q.15 - In order to reduce the federal budget deficit would you favor: "Approving a balanced budget amendment"

TABLE 32 Q.15 - In order to reduce the federal budget deficit would you favor: "Reducing federal discretionary spending"

TABLE 33 Q.15 - In order to reduce the federal budget deficit would you favor: "Approving a line-item-veto"

TABLE 34 — Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Air pollution"

TABLE 35 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Disposal of hazardous waste"

TABLE 36 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Disposal of nonhazardous waste"

TABLE 37 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Regulation of underground storage tanks"

TABLE 38 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Informing community about the use of hazardous substance"

TABLE 39 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Informing workers about the use of hazardous substances"

TABLE 40 Q.16 - In the last year have you had a problem with the federal, state or local government regarding: "Storm water discharge"

TABLE 41 Q.17 - Whether had any problems securing financing because of lender liability for environmental problems

TABLE 42 Q.18A - Whether use recycled materials in your products

TABLE 43 Q.18B - Whether use recycled materials in your packaging

TABLE 44 Q.18C - Whether advertise the recycled content of products or packaging

TABLE 45 Q.19 - Rank the following options as to the desirability as a method to control disposal: "Tax at a point of production on nonrecyclable materials"

TABLE 46 Q.19 - Rank the following options as to the desirability as a method to control disposal: "Establish national standards for product and packaging design"

TABLE 47 Q.19 - Rank the following options as to the desirability as a method to control disposal: "Provide tax incentive for use of recycled materials"

TABLE 48 Q.19 - Rank the following options as to the desirability as a method to control disposal: "Impose tax on purchases of nonrecyclable products at point of sale"

TABLE 49 Q.19 - Rank the following options as to the desirability as a method to control disposal: "Intensify consumer education and awareness"

TABLE 50 Q.20 - Whether believe the federal government should spend more money on worker training

TABLE 51 Q.21 - Whether believe the federal government should actively intervene in education to increase basic worker literacy

TABLE 52 Q.22 - Whether believe the federal government should set student competency standards

TABLE 53 Q.23 - Whether support the creation of manufacturing extension centers to facilitate the exchange of technology information between companies

TABLE 54 Q.24 - Impact imports had on company's sales in 1993

TABLE 55 Q.25 - Whether company currently exports

TABLE 56 Q.25 - Percentage of firm's total dollar sales from export (excluding Canada and Mexico)

TABLE 57 Q.26 - Percentage of firm's export sales to Canada

TABLE 58 Q.27 - Percentage of firm's export sales to Mexico

TABLE 59 Q.28 - Whether company forecasting higher export sales in 1994 (excluding Canada and Mexico)

TABLE 60 Q.28 - Estimate of percentage increase of these sales

TABLE 61 Q.29 - Whether company forecasting higher export sales for Canada in 1994

TABLE 62 Q.29 - Estimate of percentage increase of these sales

TABLE 63 Q.30 - Whether company forecasting higher export sales for Mexico in 1994

TABLE 64 Q.30 - Estimate of percentage increase of these sales

TABLE 65 Q.31 - Trend of company's export sales in 1993 compared with previous year (excluding Canada and Mexico)

TABLE 66 Q.32 - Trend of company's export sales in 1993 compared with previous year for Canada

TABLE 67 Q.33 - Trend of company's export sales in 1993 compared with previous year for Mexico

TABLE 68 Q.34 - Countries whose exports are the toughest foreign competition for company

TABLE 69 Q.35 - Percentage of company's raw materials produced overseas

TABLE 70 Q.35 - Percentage of company's components produced overseas

TABLE 71 Q.35 - Percentage of company's finished products produced overseas

TABLE 72 Q.36 - Countries considered to be potential export markets

TABLE 73 Q.37 - Primary barrier(s) to export activity

TABLE 74 Q.38 - Effect U.S.-Mexican free trade agreement will have on sales to Mexico

TABLE 75 Q.38 - Effect U.S.-Mexican free trade agreement will have on domestic sales

TABLE 76 Q.39 - Whether support or oppose the enactment of a North American Free Trade Agreement

TABLE 77 Q.40 - Impact from establishment of a unified European community common market in 1994 on ability to export

TABLE 78 Q.41 - Whether company affected by the importation of goods from China produced by prison labor

TABLE 79 Q.42 - Whether company initiated legal action during 1993 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer

TABLE 80 Q.43 - Whether company has obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products

TABLE 81 Q.44 - Whether company places "Made in U.S.A." on its products

TABLE 82 Q.45 - Whether company places "Made in U.S.A." on its packages

TABLE 83 Q.46 - Whether company is affected by the importation of products improperly marked "Made in the U.S.A."

TABLE 84 Q.47 - Company's experience with product liability insurance premiums in 1993 compared to the previous year

TABLE 85 Q.48 - Whether company's product liability coverage has changed in 1993--"Coverage"

TABLE 86 Q.48 - Whether company's product liability coverage has changed in 1993--"Amount of deductible"

TABLE 87 Q.49 - Whether company experienced difficulty in renewing this insurance

TABLE 88 Q.50 - Company's recent experience with product liability litigation

TABLE 89 Q.50 - Estimate of the number of pending lawsuits

TABLE 90 Q.51 - Whether believes that the current health care system can be fixed or does health care delivery system need a complete overhaul

TABLE 91 Q.52 - Whether specific actions must be taken to control doctors and hospitals' fees

TABLE 92 Q.53 - Whether the creation of super regional health maintenance organizations (HMO's) known as managed competition would bring down the cost of health care

TABLE 93	Q.54 -	Believes the primary contributors to out-of-control health care costs are: "Doctors and hospitals"
TABLE 94	Q.54 -	Believes the primary contributors to out-of-control health care costs are: "Insurance companies"
TABLE 95	Q.54 -	Believes the primary contributors to out-of-control health care costs are: "Lawyers"
TABLE 96	Q.54 -	Believes the primary contributors to out-of-control health care costs are: "Government"
TABLE 97	Q.54 -	Believes the primary contributors to out-of-control health care costs are: "Individuals"
TABLE 98	Q.55 -	Employee's health care benefits provider
TABLE 99	Q.56 -	Whether company self-insures
TABLE 100	Q.56 -	Maximum of self-insurance
TABLE 101	Q.57A -	Whether pay for and provide health care benefits to employees
TABLE 102	Q.57B -	Whether pay for and provide health care benefits to employees' dependents
TABLE 103	Q.57 -	Company's monthly contribution to each employee's health care insurance for: "Family plan"
TABLE 104	Q.57 -	Company's monthly contribution to each employee's health care insurance for: "Individual plan"
TABLE 105	Q.57 -	Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee--family plan"
TABLE 106	Q.57 -	Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee--individual plan"
TABLE 107	Q.58 -	Whether pay for and provide health care benefits to part-time workers
TABLE 108	Q.59 -	Whether pay for and provide health care benefits to retired workers
TABLE 109	Q.60 -	Lowest percentage of contribution for personal coverage required of the employee
TABLE 110	Q.60 -	Lowest percentage of contribution for dependent coverage required of the employee

TABLE 111 Q.61 - Company's health care cost experience in the last 12 months

TABLE 112 Q.61 - Percentage of increase company experienced in health care costs in the last 12 months

TABLE 113 Q.61 - Percentage of decrease company experienced in health care costs in the last 12 months

TABLE 114 Q.62 - Last time changed the insurer/provider of company's health care coverage

TABLE 115 Q.63 - Whether company has been unable to change insurers or get coverage because of the medical history of one or more of your employees or employees' dependents

TABLE 116 Q.64 - Percentage of employees' insurance premiums employers should pay for: "Employee"

TABLE 117 Q.64 - Percentage of employees' insurance premiums employers should pay for: "Family"

TABLE 118 Q.65 - Agencies which are believed to be creating the most problems for your business

TABLE 119 Q.66 - Whether company had been subjected to an audit/inspection in 1993

TABLE 120 Q.66 - Outcome of IRS audit

TABLE 121 Q.66 - Outcome of OSHA inspection

TABLE 122 Q.66 - Outcome of EPA inspection

TABLE 123 Q.67 - Whether company has revised its interview procedures to comply with the Americans With Disabilities Act

TABLE 124 Q.67 - Whether company has rewritten its job descriptions to comply with the Americans With Disabilities Act

TABLE 125 Q.68 - Whether any job applicant has requested a reasonable accommodation during a job interview

TABLE 126 Q.69 - Whether any employee has requested a reasonable accommodation

TABLE 127 Q.70 - Whether any job applicant or employee filed a claim against the company based on discrimination under the ADA

TABLE 128 Q.71 - Cost of any reasonable accommodations or alterations to facilities to comply with the ADA

TABLE 129 Q.72 - Most important issue facing the country right now: No growth economy

TABLE 130 Q.72 - Most important issue facing the country right now: Federal budget deficit

TABLE 131 Q.72 - Most important issue facing the country right now: Personal security (violence)

TABLE 132 Q.72 - Most important issue facing the country right now: Health care

TABLE 133 Q.72 - Most important issue facing the country right now: Unemployment

TABLE 134 Q.72 - Most important issue facing the country right now: International conflicts

TABLE 135 Q.72 - Most important issue facing the country right now: U.S. trade deficit

TABLE 136 Q.72 - Most important issue facing the country right now: Welfare reform

TABLE 137 Q.73 - Whether favor term limits on members of Congress

TABLE 138 Q.74 - Whether would support public financing of congressional campaigns in return for elimination of special interest political action committees

TABLE 139 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Tax"

TABLE 140 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Deficit reduction"

TABLE 141 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Environment"

TABLE 142 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "International trade"

TABLE 143 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Health care reform"

TABLE 144 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Product liability"

TABLE 145 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Business regulation"

TABLE 146 Q.75 - Assessment of importance on issues felt most critical to business in 1994: "Labor"

TABLE 147 Q.76 - Rating of AHMA government relations information you have received

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS "A"

GENERAL AND BUSINESS DATA

1. Product line(s) manufactured by your firm:

9.0 Building Materials

26.6 Hardware

24.6 Hand & Power Tools

7.0 Automotive, Toys & Sport

21.5 Lawn & Garden

21.5 Plumbing & Electrical

16.8 Paint & Sundries

12.9 Housewares

2. Annual volume of those product lines indicated above:

24.4 Under $5 million

19.7 $5-$10 million

16.1 $10-$25 million

15.4 $25-$50 million

24.4 Over $50 million

3. Number of Employees:

32.7 Under 50

14.4 50-100

32.7 100-500

10.1 500-1,000

10.1 Over 1,000

6.4 % of employees who are part-time (e.g. less than 25 hours/week)

4. Union Status:

10.6 Unionized

16.9 Partially unionized

72.4 No union

5. Do you have plans to increase the number of new employees in 1994?

61.3 Yes 38.7 No

If "yes," what percentage increase? 9.5 %

6. Did you have any layoffs in 1993? 19.6 Yes 80.4 No

If yes, what was the percentage of workforce affected? 15.8 %

"B"

7. Does your company foresee an increase in direct employee wage costs in 1994?

89.0 Yes 11.0 No

If "yes," what percentage increase? 5.3 %

8. What percentage of employee expense is attributed to indirect costs?

Health Benefits 20.0 %

Pensions 8.2 %

Other 12.5 %

9. Does your firm expect an increase in unit sales in 1994?

96.5 Yes 3.5 No

If "yes," estimate percentage increase 13.7 %

10. Does your firm expect an increase in dollar sales volume in 1994?

97.3 Yes 2.7 No

If "yes," estimate percentage increase 14.2 %

11. Does your firm plan to increase plant and equipment purchases in 1994?

65.0 Yes 35.0 No

If "yes," by what percentage of sales volume? 8.3 %

12. Does your firm plan to expand its physical plant in 1994?

27.4 Yes 72.6 No

13. Please enter your forecast for 1994 for the following economic indices (on a 12-month average basis) by percentage:

3.4 % Inflation 2.9 % Gross Domestic Product

6.8 % Unemployment 6.5 % Prime interest rate

14. Would you support a consumption tax (e.g. value added tax) to reduce the nation's deficit? 28.8 Yes 71.2 No

"C"

FEDERAL DEFICIT

15. In order to reduce the federal budget deficit, would you favor:

Reducing Entitlement Programs for the affluent	82.3 Yes	17.7 No
Phasing out all farm price supports	63.4 Yes	36.6 No
Reducing defense spending	65.1 Yes	34.9 No
Imposing a consumption tax	29.8 Yes	70.2 No
Approving a balanced budget amendment	90.0 Yes	10.0 No
Reducing Federal discretionary spending	98.0 Yes	2.0 No
Approving a line-item-veto	95.2 Yes	4.8 No

ENVIRONMENTAL ISSUES

16. In the last year, have you had a problem with the federal, state, or local government regarding:

Air pollution	16.5 Yes	83.5 No
Disposal of hazardous waste	28.4 Yes	71.6 No
Disposal of non-hazardous waste	18.5 Yes	81.5 No
Regulation of Underground Storage Tanks	18.7 Yes	81.3 No
Informing community about the use of hazardous substance, e.g. chemicals (Community Right-to-Know)	9.6 Yes	90.4 No
Informing workers about the use of hazardous substances (Hazardous Communication Standards)	16.8 Yes	83.2 No
Storm water discharge	16.9 Yes	83.1 No

___ Other (Explain) ______________________________

____

17. Have you had any problem securing financing because of lender liability for environmental problems?

5.1 Yes 94.9 No

18. Some environmental advocates are calling for stricter rules for the disposal of products and packaging.

a. Do you use recycled materials in your products?

64.7 Yes 35.3 No

b. Do you use recycled materials in your packaging?

75.5 Yes 24.5 No

c. Do you advertise the recycled content of products or packaging?

29.0 Yes 71.0 No

19. Rank the following options as to the desirability as a method to control disposal. (1-most acceptable, 5-least acceptable. Use each number only once.)

5 Tax at point of production on non-recyclable materials

3 Establish national standards for product and packaging design

1 Provide tax incentive for use of recycled materials

4 Impose tax on purchases of non-recyclable products at point of sale

2 Intensify consumer education and awareness

EDUCATION AND LITERACY

20. Do you believe the Federal Government should spend more money on worker training?

42.0 Yes 58.0 No

21. Should the Federal Government actively intervene in education to increase basic worker literacy?

43.3 Yes 56.7 No

22. Should the Federal Government set student competency standards?

57.6 Yes 42.4 No

TECHNOLOGY TRANSFER

23. Do you support the creation of manufacturing extension centers to facilitate the exchange of technology information between companies?

67.5 Yes 32.5 No

INTERNATIONAL TRADE

24. What effect have imports had on your company's sales in 1993?

20.7 Significant impact 35.1 No impact at all

44.2 Minor but growing impact

25. Does your company currently export?

91.0 Yes 9.0 No

If "yes," what percentage of your firm's total dollar sales are from exports (excluding Canada and Mexico)? 6.4 %

26. What percentage of your export sales are made to Canada? 17.0%

27. What percentage of your export sales are made to Mexico? 7.1 %

28. Is your company forecasting higher export sales (excluding Canada and Mexico) in 1994?

76.6 Yes 23.4 No

If "yes," what percentage increase are you forecasting? 17.8 %

29. Is your company forecasting higher export sales for Canada in 1994?

65.2 Yes 34.8 No

If "yes," what percentage increase are your forecasting? 20.5 %

"F"

30. Is your company forecasting higher export sales for Mexico in 1994?

69.1 Yes

30.9 No

If "yes," what percentage increase are your forecasting? 32.6%

31. What has been the trend of your company's export sales (excluding Canada and Mexico) in 1993 compared with the previous year?

22.1 Significant increase

45.5 Slight increase

23.0 Stable

6.8 Small decline

2.6 Significant decline

32. What has been the trend of your company's export sales in 1993 compared with the previous year for Canada?

20.3 Significant increase

37.1 Slight increase

29.3 Stable

11.2 Small decline

2.2 Significant decline

33. What has been the trend of your company's export sales in 1993 compared with the previous year for Mexico?

26.7 Significant increase

35.0 Slight increase

34.0 Stable

4.4 Small decline

– Significant decline

34. Please list three countries whose exports are the toughest foreign competition for your company:

A. Taiwan (56.6%)

B. China (49.5%)

C. Japan (25.3%)

35. What percentage of your company's raw materials, components, and finished products are produced overseas?

11.5 % Raw Materials

10.9 % Components

11.6 % Finished Products

"G"

36. Please list three countries that you consider to be potential export markets:

A. Mexico (40.6%)

B. Canada (19.3%)

C. Germany (19.3%)

37. What do you consider to be the primary barrier to export activity (check all that apply)?

11.4 Financing

62.9 Foreign duties and tariffs

43.0 Market information

31.2 Non-tariff foreign barriers

26.6 Other (specify)

38. What effect do you believe a U.S.-Mexican Free Trade Agreement will have on your sales?

To Mexico	Domestic
78.2 Increase	27.3 Increase
.4 Decrease	5.4 Decrease
21.4 No change	67.4 No change

39. Do you support or oppose the enactment of the North American Free Trade Agreement?

91.9 Support

8.1 Oppose

40. What do you believe is the impact of a unified European Community common market in 1994 on your ability to export?

22.5 More restrictive

10.7 Less restrictive

40.3 No change

26.5 Don't know

"H"

41. Is your company affected by the importation of goods from China allegedly produced by prison labor?

19.1 Yes   80.9 No

PATENTS/TRADEMARKS/COPYRIGHT ISSUES

42. Did your company initiate legal action during 1993 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

22.5 Yes   77.5 No

43. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

22.9 Yes   77.1 No

44. Does your company place "Made in U.S.A." on its products?

74.7 Yes   25.3 No

45. Does your company place "Made in U.S.A." on its packaging?

85.0 Yes   15.0 No

46. Is your company affected by the importation of products improperly marked "Made in the U.S.A."?

29.7 Yes   70.3 No

PRODUCT LIABILITY

47. What has been your company's experience with product liability insurance premiums in 1993 compared to the previous year?

47.6 Increase   8.4 Decrease   44.0 No Change

48. Did your company's product liability coverage change in 1993?

Coverage:	Amount of deductible:
26.5 Increased	19.9 Increased
1.3 Decreased	2.5 Decreased
72.3 No change	77.5 No change

"I"

49. Did your company experience difficulty in renewing this insurance?

8.4 Yes   91.6 No

50. What has been your company's recent experience with product liability litigation?

26.4 Increase   5.7 Decrease   67.9 No Change

Estimate the number of pending lawsuits 5.5

HEALTH CARE REFORM

51. Health care reform will be the dominant domestic issue before Congress in 1994. Do you believe the current system can be fixed or does our health care delivery system need a complete overhaul?

53.7 Can be fixed   46.3 Needs complete overhaul

52. Do you think specific actions must taken to control doctors' and hospitals' fees?

74.9 Yes   25.1 No

53. Do you think the creation of super regional Health Maintenance Organizations (HMO's), known as managed competition, would bring down the cost of health care?

41.4 Yes   58.6 No

54. Who do you believe are the primary contributors to out of control health care costs. (Rank 1-5)

2 Doctors and Hospitals   4 Government

3 Insurance Companies   5 Individuals

1 Lawyers

55. Are your employee's benefits provided by:

57.7 A group indemnity insurance plan

35.9 HMO

29.1 PPO

Other (specify) ______________________

56. Do you self-insure? 43.6 Yes   56.4 No   (All   Up to $ 56,278.00)

57. A. Do you pay for and provide health care benefits to employees? 94.8 Yes 5.2 No

B. Do you pay for and provide health care benefits to employees' dependents?
79.8 Yes 20.2 No

If the answer is "Yes" to either or both of the previous questions, what is your company's monthly contribution to each employee's health care insurance for:

Family plan 73.4 % Average cost to company $ 285.00 per month per covered employee

Individual plan 82.4 % Average cost to company $ 164.00 per month per covered employee

58. Do you pay for and provide health care benefits to part-time workers (less than 30 hours a week)? 4.5 Yes 95.5 No

59. Do you pay for and provide health care benefits to retired workers (other than owners)? Yes 22.1 No 77.9

60. If the employee's share of the payment for the employee's own coverage or dependent coverage has been increased, advise what was the lowest percentage of the contribution for personal or dependent coverage required of the employee.

For employee's coverage 16.7%

For employee's dependent coverage 33.7%

61. In the last 12 months, what has been your company's health care costs experience?

Increased (by 13.2 %)

Decreased (by 10.6 %)

Stayed the same ____

62. When was the last time you changed the insurer/provider of your health care coverage?

34.2 Less than 12 months ago

20.6 Less than 18 months ago

45.2 Less than 24 months ago

63. Has your company been unable to change insurers or get coverage because of the medical history of one or more of your employees or employees' dependents?
14.7 Yes 85.3 No

"K"

64. What percentage of employees' insurance premiums should employers pay for?

Employee 70.0 %   Family 54.4 %

BUSINESS REGULATION

65. Identify those agencies which you believe are creating the most problems for your business.

43.3 IRS

50.0 OSHA

66.2 EPA

13.8 Transportation

10.5 Commerce

10.5 Other

66. In 1993, had your company been subjected to an:

IRS Audit 45.5   OSHA Inspection 72.4   EPA Investigation 51.2

If yes, what was the outcome(s)?

IRS: Favorable 54.5   Fine/Penalty Assessed 14.5   Still Pending 30.9

OSHA: Favorable 64.7   Fine/Penalty Assessed 28.2   Still Pending 7.1

EPA: Favorable 61.7   Fine/Penalty Assessed 11.7   Still Pending 26.7

ADA COMPLIANCE

67. To comply with the Americans with Disabilities Act, has your company revised its interview procedures?

64.6 Yes   35.4 No

Rewritten its job descriptions?

41.1 Yes   58.9 No

68. Have you had any job applicant request a reasonable accommodation during a job interview?

9.7 Yes   90.3 No

69. Have you had an employee request a reasonable accommodation?

20.1 Yes   79.9 No

"L"

70. Has any job applicant or employee filed a claim against the company based on discrimination under the ADA?

3.7 Yes   96.3 No

71. If you have had to make any reasonable accommodations or alterations to your facilities to comply with the ADA, what was the cost?

$ 28,240.00

PUBLIC POLICY

72. As of right now, which of the following issues do you feel are the most important facing the country? Rank top three issues (1-3) using 1 for most important.

2 No Growth Economy

1 Federal Budget Deficit

3 Personal Security (Violence)

___ Health Care

___ Unemployment

___ International Conflicts

___ U.S. trade deficit

___ Welfare Reform

73. Do you favor term limits on members of Congress?

84.5 Yes   15.5 No

74. Would you support public financing of congressional campaigns in return for elimination of special interest Political Action Committees?

62.2 Yes   37.8 No

"M"

ISSUE PRIORITY

75. Of the following topics included in this survey, please rank, in order of importance to you, the issues you feel most critical to your business in 1994 (Number 1 - most important, 8 - least important. Use each number only once):

Tax	1
Deficit Reduction	2
Environment	7
International Trade	6
Health Care Reform	4
Product Liability	5
Business Regulation	3
Labor	8

76. How do you evaluate the AHMA government relations information you have received?

28.3 Excellent

50.2 Above Average

18.5 Average

2.6 Fair

.4 Below Average

GENERAL AND BUSINESS DATA
Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	2	0	0	0	0	0	0	0	0
TOTAL ANSWERING	256	23	68	63	18	55	55	43	33
BUILDING MATERIALS	23	23	9	2	2	6	4	3	3
	9.0	100.0	13.2	3.2	11.1	10.9	7.3	7.0	9.1
HARDWARE	68	9	68	9	6	12	8	6	12
	26.6	39.1	100.0	14.3	33.3	21.8	14.5	14.0	36.4
HAND & POWER TOOLS	63	2	9	63	2	9	5	5	7
	24.6	8.7	13.2	100.0	11.1	16.4	9.1	11.6	21.2
AUTOMOTIVE, TOYS & SPORT	18	2	6	2	18	6	2	3	4
	7.0	8.7	8.8	3.2	100.0	10.9	3.6	7.0	12.1
LAWN & GARDEN	55	6	12	9	6	55	6	4	14
	21.5	26.1	17.6	14.3	33.3	100.0	10.9	9.3	42.4
PLUMBING & ELECTRICAL	55	4	8	5	2	6	55	5	3
	21.5	17.4	11.8	7.9	11.1	10.9	100.0	11.6	9.1
PAINT & SUNDRIES	43	3	6	5	3	4	5	43	5
	16.8	13.0	8.8	7.9	16.7	7.3	9.1	100.0	15.2
HOUSEWARES	33	3	12	7	4	14	3	5	33
	12.9	13.0	17.6	11.1	22.2	25.5	5.5	11.6	100.0
SIGMA	358	52	130	102	43	112	88	74	81
	139.9	226.0	191.0	161.9	238.8	203.7	160.0	172.1	245.5

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	2	1	2	2	2	2	1	0
TOTAL ANSWERING	254	21	67	61	16	53	53	42	33
UNDER $5 MILLION	62	4	12	21	6	13	8	9	6
	24.4	19.0	17.9	34.4	37.5	24.5	15.1	21.4	18.2
$5 - $10 MILLION	50	7	16	8	5	15	8	7	8
	19.7	33.3	23.9	13.1	31.3	28.3	15.1	16.7	24.2
$10 - $25 MILLION	41	2	12	9	3	7	10	7	6
	16.1	9.5	17.9	14.8	18.8	13.2	18.9	16.7	18.2
$25 - $50 MILLION	39	0	12	6	0	8	13	10	6
	15.4	-	17.9	9.8	-	15.1	24.5	23.8	18.2
OVER $50 MILLION	62	8	15	17	2	10	14	9	7
	24.4	38.1	22.4	27.9	12.5	18.9	26.4	21.4	21.2
SIGMA	254	21	67	61	16	53	53	42	33
	100.0	99.9	100.0	100.0	100.1	100.0	100.0	100.0	100.0

**=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.3- NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	1	0	1	0	0	0	0	0	0
TOTAL ANSWERING	257	23	67	63	18	55	55	43	33
UNDER 50	84	5	20	21	8	21	15	13	9
	32.7	21.7	29.9	33.3	44.4	38.2	27.3	30.2	27.3
50 - 100	37	4	11	12	2	10	7	11	6
	14.4	17.4	16.4	19.0	11.1	18.2	12.7	25.6	18.2
100 - 500	84	9	24	13	6	11	25	13	7
	32.7	39.1	35.8	20.6	33.3	20.0	45.5	30.2	21.2
500 - 1,000	26	2	6	7	1	6	4	2	6
	10.1	8.7	9.0	11.1	5.6	10.9	7.3	4.7	18.2
OVER 1,000	26	3	6	10	1	7	4	4	5
	10.1	13.0	9.0	15.9	5.6	12.7	7.3	9.3	15.2
SIGMA	257	23	67	63	18	55	55	43	33
	100.0	99.9	100.1	99.9	100.0	100.0	100.1	100.0	100.1

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	241	21	64	58	18	53	51	39	32
TOTAL ANSWERING	17	2	4	5	0	2	4	4	1
0%	1	0	0	0	0	0	0	1	0
	5.9	-	-	-	-	-	-	25.0	-
1-4%	7	0	3	3	0	1	1	2	1
	41.2	-	75.0	60.0	-	50.0	25.0	50.0	100.0
5-9%	6	1	1	2	0	1	2	1	0
	35.3	50.0	25.0	40.0	-	50.0	50.0	25.0	-
10-14%	1	0	0	0	0	0	0	0	0
	5.9	-	-	-	-	-	-	-	-
30-39%	2	1	0	0	0	0	1	0	0
	11.8	50.0	-	-	-	-	25.0	-	-
BASE	17	2	4	5	0	2	4	4	1
MEAN	6.41	17.50	2.00	2.60	.00	3.00	10.75	1.75	1.00
STD. DEV.	9.62	17.68	-2.00	2.19	.00	2.83	14.29	2.22	.00
STD. ERR.	2.33	12.50	1.00	.98	.00	2.00	7.15	1.11	.00
SIGMA	17	2	4	5	0	2	4	4	1
	100.1	100.0	100.0	100.0	-	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.4- UNION STATUS:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	1	0	1	0	0	2	0	0
TOTAL ANSWERING	254	22	68	62	18	55	53	43	33
UNIONIZED	27	3	7	6	1	3	10	3	5
	10.6	13.6	10.3	9.7	5.6	5.5	18.9	7.0	15.2
PARTIALLY UNIONIZED	43	6	11	8	2	10	6	11	1
	16.9	27.3	16.2	12.9	11.1	18.2	11.3	25.6	3.0
NO UNION	184	13	50	48	15	42	37	29	27
	72.4	59.1	73.5	77.4	83.3	76.4	69.8	67.4	81.8
SIGMA	254	22	68	62	18	55	53	43	33
	99.9	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0

**=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER OF EMPLOYEES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	2	0	0	0	0	1	1	0	0
TOTAL ANSWERING	256	23	68	63	18	54	54	43	33
YES	157	12	37	42	13	28	39	29	22
	61.3	52.2	54.4	66.7	72.2	51.9	72.2	67.4	66.7
NO	99	11	31	21	5	26	15	14	11
	38.7	47.8	45.6	33.3	27.8	48.1	27.8	32.6	33.3
SIGMA	256	23	68	63	18	54	54	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 7

GENERAL AND BUSINESS DATA
Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1994

BASE: PLAN TO INCREASE THE NUMBER OF NEW EMPLOYEES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	157	12	37	42	13	28	39	29	22
NO ANSWER	11	1	1	3	1	1	4	2	1
TOTAL ANSWERING	146	11	36	39	12	27	35	27	21
1-4%	32	3	6	8	2	6	9	2	4
	21.9	27.3	16.7	20.5	16.7	22.2	25.7	7.4	19.0
5-9%	49	4	13	12	3	6	11	15	5
	33.6	36.4	36.1	30.8	25.0	22.2	31.4	55.6	23.8
10-14%	42	2	13	11	3	12	8	3	9
	28.8	18.2	36.1	28.2	25.0	44.4	22.9	11.1	42.9
15-19%	5	0	0	0	0	0	1	4	0
	3.4	-	-	-	-	-	2.9	14.8	-
20-29%	13	0	3	7	2	2	4	1	3
	8.9	-	8.3	17.9	16.7	7.4	11.4	3.7	14.3
30-39%	2	1	0	0	1	0	0	1	0
	1.4	9.1	-	-	8.3	-	-	3.7	-
50-59%	1	0	0	0	0	0	0	1	0
	.7	-	-	-	-	-	-	3.7	-
70-79%	1	0	0	0	0	0	1	0	0
	.7	-	-	-	-	-	2.9	-	-
100%	1	1	1	1	1	1	1	0	0
	.7	9.1	2.8	2.6	8.3	3.7	2.9	-	-
BASE	146	11	36	39	12	27	35	27	21
MEAN	9.53	16.00	10.39	11.38	18.75	11.37	12.20	10.07	8.90
STD. DEV.	11.63	28.98	16.08	16.08	27.13	18.51	19.85	10.12	5.55
STD. ERR	.96	8.74	2.68	2.57	7.83	3.56	3.35	1.95	1.21
SIGMA	146	11	36	39	12	27	35	27	21
	100.1	100.1	100.0	100.0	100.0	99.9	100.1	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.6- WHETHER HAD ANY LAYOFFS IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	3	0	2	1	0	1	0	0	0
TOTAL ANSWERING	255	23	66	62	18	54	55	43	33
YES	50	7	12	9	0	13	13	7	7
	19.6	30.4	18.2	14.5	-	24.1	23.6	16.3	21.2
NO	205	16	54	53	18	41	42	36	26
	80.4	69.6	81.8	85.5	100.0	75.9	76.4	83.7	78.8
SIGMA	255	23	66	62	18	54	55	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 9

GENERAL AND BUSINESS DATA
Q.6- PERCENTAGE OF WORKFORCE AFFECTED BY LAYOFFS IN 1993

BASE: HAD LAYOFFS IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	50	7	12	9	0	13	13	7	7
NO ANSWER	2	0	0	1	0	0	1	0	0
TOTAL ANSWERING	48	7	12	8	0	13	12	7	7
1-4%	8	1	2	2	0	3	3	1	0
	16.7	14.3	16.7	25.0	-	23.1	25.0	14.3	-
5-9%	10	0	1	2	0	2	4	2	2
	20.8	-	8.3	25.0	-	15.4	33.3	28.6	28.6
10-14%	15	5	5	1	0	1	2	3	1
	31.3	71.4	41.7	12.5	-	7.7	16.7	42.9	14.3
15-19%	3	0	3	0	0	2	1	0	2
	6.3	-	25.0	-	-	15.4	8.3	-	28.6
20-29%	6	0	0	3	0	2	0	1	1
	12.5	-	-	37.5	-	15.4	-	14.3	14.3
30-39%	1	0	0	0	0	1	0	0	0
	2.1	-	-	-	-	7.7	-	-	-
50-59%	2	1	1	0	0	0	1	0	0
	4.2	14.3	8.3	-	-	-	8.3	-	-
70-79%	2	0	0	0	0	2	1	0	0
	4.2	-	-	-	-	15.4	8.3	-	-
100%	1	0	0	0	0	0	0	0	1
	2.1	-	-	-	-	-	-	-	14.3
BASE	48	7	12	8	0	13	12	7	7
MEAN	15.83	14.43	13.08	11.13	.00	20.38	15.42	8.86	24.29
STD. DEV.	20.00	16.04	12.34	9.22	.00	23.65	21.60	5.84	33.84
STD. ERR	2.89	6.06	3.56	3.26	.00	6.56	6.24	2.21	12.79
SIGMA	48	7	12	8	0	13	12	7	7
	100.2	100.0	100.0	100.0	-	100.1	99.9	100.1	100.1

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.7- WHETHER COMPANY FORESEES AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	1	0	0	0	2	0	0	1
TOTAL ANSWERING	254	22	68	63	18	53	55	43	32
YES	226	17	59	59	14	43	50	40	29
	89.0	77.3	86.8	93.7	77.8	81.1	90.9	93.0	90.6
NO	28	5	9	4	4	10	5	3	3
	11.0	22.7	13.2	6.3	22.2	18.9	9.1	7.0	9.4
SIGMA	254	22	68	63	18	53	55	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.7- PERCENTAGE INCREASE COMPANY FORESEES IN DIRECT EMPLOYEE WAGE COSTS

BASE: FORESEE AN INCREASE IN DIRECT EMPLOYEE WAGE COSTS IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	226	17	59	59	14	43	50	40	29
NO ANSWER	17	2	3	6	0	1	4	2	1
TOTAL ANSWERING	209	15	56	53	14	42	46	38	28
1-4%	128 61.2	10 66.7	37 66.1	36 67.9	10 71.4	28 66.7	26 56.5	17 44.7	15 53.6
5-9%	66 31.6	4 26.7	14 25.0	14 26.4	2 14.3	10 23.8	19 41.3	16 42.1	10 35.7
10-14%	7 3.3	1 6.7	3 5.4	1 1.9	1 7.1	3 7.1	1 2.2	3 7.9	2 7.1
20-29%	6 2.9	0 -	2 3.6	2 3.8	1 7.1	1 2.4	0 -	0 -	1 3.6
40-49%	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	1 2.6	0 -
50-59%	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	1 2.6	0 -
BASE	209	15	56	53	14	42	46	38	28
MEAN	5.34	4.47	5.23	4.79	5.64	4.74	4.39	7.34	5.46
STD. DEV.	5.58	2.59	4.39	3.93	5.02	3.13	1.57	9.96	4.78
STD. ERR.	.39	.67	.59	.54	1.34	.48	.23	1.62	.90
SIGMA	209 100.0	15 100.1	56 100.1	53 100.0	14 99.9	42 100.0	46 100.0	38 99.9	28 100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q 8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

	--	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	95	13	29	17	11	21	22	20	12
TOTAL ANSWERING	163	10	39	46	7	34	33	23	21
HEALTH BENEFITS									
0%	3	0	1	1	0	2	0	0	1
	1.8	-	2.6	2.2	-	5.9	-	-	4.8
1-4%	17	2	5	0	1	4	4	4	4
	10.4	20.0	12.8	-	14.3	11.8	12.1	17.4	19.0
5-9%	34	1	5	11	2	8	9	5	2
	20.9	10.0	12.8	23.9	28.6	23.5	27.3	21.7	9.5
10-14%	28	4	7	7	0	4	4	2	4
	17.2	40.0	17.9	15.2	-	11.8	12.1	8.7	19.0
15-19%	23	0	9	7	0	5	3	2	2
	14.1	-	23.1	15.2	-	14.7	9.1	8.7	9.5
20-29%	34	2	8	9	2	7	5	7	5
	20.9	20.0	20.5	19.6	28.6	20.6	15.2	30.4	23.8
30-39%	7	1	2	2	1	2	3	1	1
	4.3	10.0	5.1	4.3	14.3	5.9	9.1	4.3	4.8
50-59%	4	0	0	4	0	1	0	0	0
	2.5	-	-	8.7	-	2.9	-	-	-
60-69%	2	0	0	0	0	0	2	0	0
	1.2	-	-	-	-	-	6.1	-	-
70-79%	1	0	0	0	0	0	1	0	0
	.6	-	-	-	-	-	3.0	-	-
80-89%	2	0	1	0	0	0	1	0	0
	1.2	-	2.6	-	-	-	3.0	-	-
90-99%	2	0	1	1	1	0	0	0	1
	1.2	-	2.6	2.2	14.3	-	-	-	4.8

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	163	10	39	46	7	34	33	23	21
100%	6 3.7	0 -	0 -	4 8.7	0 -	1 2.9	1 3.0	2 8.7	1 4.8
BASE	163	10	39	46	7	34	33	23	21
MEAN	20.04	13.40	17.54	26.26	25.71	16.65	22.52	21.04	20.48
STD. DEV.	22.41	9.92	18.19	28.05	30.20	18.14	24.42	26.37	26.29
STD. ERR.	1.75	3.14	2.91	4.14	11.42	3.11	4.25	5.50	5.74
SIGMA	163 100.0	10 100.0	39 100.0	46 100.0	7 100.1	34 100.0	33 100.0	23 99.9	21 100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	144	17	41	32	12	28	30	28	18
TOTAL ANSWERING	114	6	27	31	6	27	25	15	15
PENSIONS									
0%	10 8.8	1 16.7	4 14.8	0 -	0 -	5 18.5	0 -	1 6.7	1 6.7
1-4%	35 30.7	3 50.0	10 37.0	9 29.0	4 66.7	7 25.9	6 24.0	3 20.0	4 26.7
5-9%	38 33.3	0 -	6 22.2	12 38.7	2 33.3	11 40.7	8 32.0	6 40.0	5 33.3
10-14%	15 13.2	1 16.7	4 14.8	3 9.7	0 -	1 3.7	4 16.0	3 20.0	1 6.7
15-19%	9 7.9	0 -	1 3.7	5 16.1	0 -	1 3.7	4 16.0	0 -	2 13.3
20-29%	3 2.6	1 16.7	1 3.7	1 3.2	0 -	1 3.7	2 8.0	1 6.7	1 6.7
30-39%	1 .9	0 -	0 -	0 -	0 -	0 -	1 4.0	0 -	0 -
50-59%	1 .9	0 -	0 -	0 -	0 -	0 -	0 -	1 6.7	0 -
60-69%	1 .9	0 -	1 3.7	0 -	0 -	0 -	0 -	0 -	0 -
100%	1 .9	0 -	0 -	1 3.2	0 -	1 3.7	0 -	0 -	1 6.7
BASE	114	6	27	31	6	27	25	15	15
MEAN	8.18	6.33	7.48	10.48	4.00	8.78	9.24	10.13	13.27
STD. DEV.	12.31	7.55	12.67	17.47	2.10	18.81	7.33	11.98	24.69

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q 8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	114	6	27	31	6	27	25	15	15
STD ERR	1.15	3.08	2.44	3.14	.86	3.62	1.47	3.09	6.37
SIGMA	114	6	27	31	6	27	25	15	15
	100.1	100.1	99.9	99.9	100.0	99.9	100.0	100.1	100.1

GENERAL AND BUSINESS DATA
Q.8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	163	18	52	34	14	37	35	25	19
TOTAL ANSWERING	95	5	16	29	4	18	20	18	14
OTHER									
0%	3	0	0	0	0	2	0	1	0
	3.2	-	-	-	-	11.1	-	5.6	-
1-4%	15	0	2	2	0	1	4	3	2
	15.8	-	12.5	6.9	-	5.6	20.0	16.7	14.3
5-9%	28	2	3	7	1	2	7	7	7
	29.5	40.0	18.8	24.1	25.0	11.1	35.0	38.9	50.0
10-14%	27	2	7	9	1	6	4	3	4
	28.4	40.0	43.8	31.0	25.0	33.3	20.0	16.7	28.6
15-19%	10	0	4	4	1	3	5	2	0
	10.5	-	25.0	13.8	25.0	16.7	25.0	11.1	-
20-29%	5	1	0	1	1	2	0	1	0
	5.3	20.0	-	3.4	25.0	11.1	-	5.6	-
30-39%	1	0	0	1	0	1	0	0	0
	1.1	-	-	3.4	-	5.6	-	-	-
40-49%	1	0	0	1	0	0	0	0	0
	1.1	-	-	3.4	-	-	-	-	-
50-59%	2	0	0	2	0	0	0	0	0
	2.1	-	-	6.9	-	-	-	-	-
60-69%	1	0	0	1	0	0	0	0	0
	1.1	-	-	3.4	-	-	-	-	-
80-89%	1	0	0	0	0	0	0	1	0
	1.1	-	-	-	-	-	-	5.6	-
100%	1	0	0	1	0	1	0	0	1
	1.1	-	-	3.4	-	5.6	-	-	7.1

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.8- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED TO INDIRECT COST: OTHER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	95	5	16	29	4	18	20	18	14
BASE	95	5	16	29	4	18	20	18	14
MEAN	12.45	10.40	10.06	19.45	12.50	16.89	8.70	12.28	13.29
STD. DEV.	15.41	6.19	4.37	21.79	6.45	22.41	5.22	17.79	25.13
STD. ERR.	1.58	2.77	1.09	4.05	3.23	5.28	1.17	4.19	6.72
SIGMA	95	5	16	29	4	18	20	18	14
	100.3	100.0	100.1	99.7	100.0	100.1	100.0	100.2	100.0

GENERAL AND BUSINESS DATA
Q.9- WHETHER YOUR FIRM EXPECTS AN INCREASE IN UNIT SALES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	1	0	0	0	1	0	1	0	0
TOTAL ANSWERING	257	23	68	63	17	55	54	43	33
YES	248	21	66	60	17	52	54	43	30
	96.5	91.3	97.1	95.2	100.0	94.5	100.0	100.0	90.9
NO	9	2	2	3	0	3	0	0	3
	3.5	8.7	2.9	4.8	-	5.5	-	-	9.1
SIGMA	257	23	68	63	17	55	54	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.9- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	248	21	66	60	17	52	54	43	30
NO ANSWER	28	2	5	8	0	6	7	3	3
TOTAL ANSWERING	220	19	61	52	17	46	47	40	27
1-4%	15	2	5	2	2	3	2	2	2
	6.8	10.5	8.2	3.8	11.8	6.5	4.3	5.0	7.4
5-9%	68	6	18	17	3	12	8	15	6
	30.9	31.6	29.5	32.7	17.6	26.1	17.0	37.5	22.2
10-14%	61	4	15	17	4	11	20	11	10
	27.7	21.1	24.6	32.7	23.5	23.9	42.6	27.5	37.0
15-19%	33	3	8	6	3	9	9	5	5
	15.0	15.8	13.1	11.5	17.6	19.6	19.1	12.5	18.5
20-29%	27	3	9	5	3	6	5	4	3
	12.3	15.8	14.8	9.6	17.6	13.0	10.6	10.0	11.1
30-39%	6	0	2	0	0	4	1	0	0
	2.7	-	3.3	-	-	8.7	2.1	-	-
40-49%	3	0	1	1	0	0	1	2	0
	1.4	-	1.6	1.9	-	-	2.1	5.0	-
50-59%	2	0	1	0	0	0	0	1	0
	.9	-	1.6	-	-	-	-	2.5	-
60-69%	2	0	0	2	0	0	0	0	1
	.9	-	-	3.8	-	-	-	-	3.7
100%	3	1	2	2	2	1	1	0	0
	1.4	5.3	3.3	3.8	11.8	2.2	2.1	-	-
BASE	220	19	61	52	17	46	47	40	27
MEAN	13.72	15.32	15.33	16.40	22.59	15.00	14.51	12.90	13.15
STD. DEV.	13.73	21.22	18.18	20.34	30.03	14.89	14.46	10.73	10.96
STD. ERR.	.93	4.87	2.33	2.82	7.28	2.20	2.11	1.70	2.11

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.9- ESTIMATE PERCENTAGE OF INCREASE IN SALES UNIT

BASE: EXPECT AN INCREASE IN UNIT SALES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	220	19	61	52	17	46	47	40	27
SIGMA	220 100.0	19 100.1	61 100.0	52 99.8	17 99.9	46 100.0	47 99.9	40 100.0	27 99.9

GENERAL AND BUSINESS DATA
Q.10- WHETHER EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	1	0	0	0	1	0	1	0	0
TOTAL ANSWERING	257	23	68	63	17	55	54	43	33
YES	250	22	67	61	17	51	54	43	31
	97.3	95.7	98.5	96.8	100.0	92.7	100.0	100.0	93.9
NO	7	1	1	2	0	4	0	0	2
	2.7	4.3	1.5	3.2	-	7.3	-	-	6.1
SIGMA	257	23	68	63	17	55	54	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.10- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	250	22	57	61	17	51	54	43	31
NO ANSWER	24	2	3	7	0	5	7	1	4
TOTAL ANSWERING	226	20	64	54	17	46	47	42	27
1-4%	10	2	5	2	0	2	0	1	1
	4.4	10.0	7.8	3.7	-	4.3	-	2.4	3.7
5-9%	74	9	19	11	7	10	14	18	7
	32.7	45.0	29.7	20.4	41.2	21.7	29.8	42.9	25.9
10-14%	64	2	16	24	3	13	17	12	8
	28.3	10.0	25.0	44.4	17.6	28.3	36.2	28.6	29.6
15-19%	33	4	12	4	1	10	7	3	6
	14.6	20.0	18.8	7.4	5.9	21.7	14.9	7.1	22.2
20-29%	27	1	6	7	3	6	6	5	3
	11.9	5.0	9.4	13.0	17.6	13.0	12.8	11.9	11.1
30-39%	8	1	2	1	1	4	1	0	1
	3.5	5.0	3.1	1.9	5.9	8.7	2.1	-	3.7
40-49%	4	0	2	1	0	0	1	2	0
	1.8	-	3.1	1.9	-	-	2.1	4.8	-
50-59%	1	0	0	0	0	0	0	1	0
	.4	-	-	-	-	-	-	2.4	-
70-79%	2	0	0	2	0	0	0	0	1
	.9	-	-	3.7	-	-	-	-	3.7
100%	3	1	2	2	2	1	1	0	0
	1.3	5.0	3.1	3.7	11.8	2.2	2.1	-	-
BASE	226	20	64	54	17	46	47	42	27
MEAN	14.23	15.10	14.98	18.06	22.94	15.46	14.98	12.93	14.67
STD. DEV.	13.91	21.31	17.40	20.91	29.88	14.74	14.46	10.39	13.72
STD. ERR.	.93	4.77	2.17	2.85	7.25	2.17	2.11	1.60	2.64

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.10- ESTIMATE PERCENTAGE OF INCREASE IN DOLLAR VOLUME

BASE: EXPECT AN INCREASE IN DOLLAR SALES VOLUME IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	226	20	64	54	17	46	47	42	27
SIGMA	226 99.8	20 100.0	64 100.0	54 100.1	17 100.0	46 99.9	47 100.0	42 100.1	27 99.9

GENERAL AND BUSINESS DATA

Q.11- WHETHER YOUR FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	0	1	2	1	1	1	0	0
TOTAL ANSWERING	254	23	67	61	17	54	54	43	33
YES	165	14	42	41	13	38	37	31	27
	65.0	60.9	62.7	67.2	76.5	70.4	68.5	72.1	81.8
NO	89	9	25	20	4	16	17	12	6
	35.0	39.1	37.3	32.8	23.5	29.6	31.5	27.9	18.2
SIGMA	254	23	67	61	17	54	54	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.11- ESTIMATE PERCENTAGE OF INCREASE PLANT AND EQUIPMENT PURCHASES

BASE: PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	165	14	42	41	13	38	37	31	27
NO ANSWER	35	5	10	8	5	7	11	4	7
TOTAL ANSWERING	130	9	32	33	8	31	26	27	20
1-4%	63	4	12	14	4	19	16	15	6
	48.5	44.4	37.5	42.4	50.0	61.3	61.5	55.6	30.0
5-9%	23	1	9	7	2	3	4	5	3
	17.7	11.1	28.1	21.2	25.0	9.7	15.4	18.5	15.0
10-14%	24	3	7	9	0	4	3	2	5
	18.5	33.3	21.9	27.3	-	12.9	11.5	7.4	25.0
15-19%	5	0	1	0	1	2	1	0	3
	3.8	-	3.1	-	12.5	6.5	3.8	-	15.0
20-29%	7	0	1	0	0	2	0	3	3
	5.4	-	3.1	-	-	6.5	-	11.1	15.0
30-39%	5	1	2	2	0	0	2	1	0
	3.8	11.1	6.3	6.1	-	-	7.7	3.7	-
50-59%	2	0	0	0	0	1	0	1	0
	1.5	-	-	-	-	3.2	-	3.7	-
100%	1	0	0	1	1	0	0	0	0
	.8	-	-	3.0	12.5	-	-	-	-
BASE	130	9	32	33	8	31	26	27	20
MEAN	8.28	8.78	7.47	9.79	17.13	6.94	6.23	8.48	9.30
STD. DEV.	11.93	8.79	7.44	17.56	33.77	9.75	7.82	11.49	6.44
STD. ERR.	1.05	2.93	1.32	3.06	11.94	1.75	1.53	2.21	1.44
SIGMA	130	9	32	33	8	31	26	27	20
	100.0	99.9	100.0	100.0	100.0	100.1	99.9	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.12- WHETHER YOUR FIRM PLAN TO EXPAND ITS PHYSICAL PLANT IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	6	1	0	2	1	1	1	1	0
TOTAL ANSWERING	252	22	68	61	17	54	54	42	33
YES	69	6	18	18	7	14	13	14	8
	27.4	27.3	26.5	29.5	41.2	25.9	24.1	33.3	24.2
NO	183	16	50	43	10	40	41	28	25
	72.6	72.7	73.5	70.5	58.8	74.1	75.9	66.7	75.8
SIGMA	252	22	68	61	17	54	54	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.13- FORECAST FOR 1994 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	45	5	11	7	6	11	11	9	7
TOTAL ANSWERING	213	18	57	56	12	44	44	34	26
INFLATION									
1-4%	198	17	54	53	11	41	41	31	23
	93.0	94.4	94.7	94.6	91.7	93.2	93.2	91.2	88.5
5-9%	14	1	3	3	1	2	3	3	3
	6.6	5.6	5.3	5.4	8.3	4.5	6.8	8.8	11.5
10-14%	1	0	0	0	0	1	0	0	0
	.5	-	-	-	-	2.3	-	-	-
BASE	213	18	57	56	12	44	44	34	26
MEAN	3.37	3.17	3.32	3.27	3.25	3.39	3.25	3.44	3.38
STD. DEV	1.03	1.04	.97	.82	.75	1.42	.84	.93	.94
STD. ERR.	.07	.25	.13	.11	.22	.21	.13	.16	.18
SIGMA	213	18	57	56	12	44	44	34	26
	100.1	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.13- FORECAST FOR 1994 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMB-ING/ELEC.	PAINT/SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	61	6	16	13	6	13	14	12	7
TOTAL ANSWERING	197	17	52	50	12	42	41	31	26
UNEMPLOYMENT									
1-4%	7	2	2	1	1	2	4	0	0
	3.6	11.8	3.8	2.0	8.3	4.8	9.8	-	-
5-9%	187	15	50	48	11	40	37	30	25
	94.9	88.2	96.2	96.0	91.7	95.2	90.2	96.8	96.2
10-14%	3	0	0	1	0	0	0	1	1
	1.5	-	-	2.0	-	-	-	3.2	3.8
BASE	197	17	52	50	12	42	41	31	26
MEAN	6.83	6.47	6.98	6.88	6.17	6.71	6.66	7.13	7.12
STD. DEV.	1.15	1.77	1.06	.87	.83	1.15	1.37	.96	.95
STD. ERR.	.08	.43	.15	.12	.24	.18	.21	.17	.19
SIGMA	197	17	52	50	12	42	41	31	26
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q 13- FORECAST FOR 1994 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	116	9	34	24	10	28	26	23	20
TOTAL ANSWERING	142	14	34	39	8	27	29	20	13
GROSS NATIONAL PRODUCT									
0%	1	0	0	0	0	0	1	0	0
	.7	-	-	-	-	-	3.4	-	-
1-4%	134	14	31	36	6	27	26	20	11
	94.4	100.0	91.2	92.3	75.0	100.0	89.7	100.0	84.6
5-9%	6	0	3	2	2	0	2	0	2
	4.2	-	8.8	5.1	25.0	-	6.9	-	15.4
10-14%	1	0	0	1	0	0	0	0	0
	.7	-	-	2.6	-	-	-	-	-
BASE	142	14	34	39	8	27	29	20	13
MEAN	2.85	2.21	3.03	3.26	3.25	2.52	2.97	2.65	3.00
STD. DEV.	1.11	.58	1.06	1.52	1.28	.58	1.24	.67	1.15
STD. ERR.	.09	.15	.18	.24	.45	.11	.23	.15	.32
SIGMA	142	14	34	39	8	27	29	20	13
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA

Q.13- FORECAST FOR 1994 FOR THE FOLLOWING ECONOMIC INDICES (FOR THE 12-MONTH PERIOD AVERAGE): "PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	68	6	18	16	7	16	15	11	10
TOTAL ANSWERING	190	17	50	47	11	39	40	32	23
PRIME INTEREST RATE									
0%	1	0	0	C	0	0	1	0	0
	5	-	-	-	-	-	2.5	-	-
1-4%	10	0	1	3	0	1	4	2	2
	5.3	-	2.0	6.4	-	2.6	10.0	6.3	8.7
5-9%	176	17	49	42	11	38	33	29	21
	92.6	100.0	98.0	89.4	100.0	97.4	82.5	90.6	91.3
10-14%	2	0	0	1	0	0	1	0	0
	1.1	-	-	2.1	-	-	2.5	-	-
50-59%	1	0	0	1	0	0	1	1	0
	.5	-	-	2.1	-	-	2.5	3.1	-
BASE	190	17	50	47	11	39	40	32	23
MEAN	6.53	6.65	6.44	7.00	6.36	6.54	7.15	7.69	6.43
STD. DEV.	3.45	.93	.84	6.54	.67	.88	7.26	7.84	1.12
STD. ERR.	.25	.23	.12	.95	.20	.14	1.15	1.39	.23
SIGMA	190	17	50	47	11	39	40	32	23
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

GENERAL AND BUSINESS DATA
Q.14- WHETHER WOULD SUPPORT A CONSUMPTION TAX TO REDUCE THE NATIONS DEFICIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	15	2	5	3	3	0	4	4	1
TOTAL ANSWERING	243	21	63	60	15	55	51	39	32
YES	70	9	16	16	7	17	15	12	3
	28.8	42.9	25.4	26.7	46.7	30.9	29.4	30.8	9.4
NO	173	12	47	44	8	38	36	27	29
	71.2	57.1	74.6	73.3	53.3	69.1	70.6	69.2	90.6
SIGMA	243	21	63	60	15	55	51	39	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

FEDERAL DEFICIT

Q.15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR: "REDUCING ENTITLEMENT PROGRAMS FOR THE AFFLUENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	1	4	1	2	2	1	1	1
TOTAL ANSWERING	248	22	64	62	16	53	54	42	32
YES	204	18	53	50	12	43	41	31	23
	82.3	81.8	82.8	80.6	75.0	81.1	75.9	73.8	71.9
NO	44	4	11	12	4	10	13	11	9
	17.7	18.2	17.2	19.4	25.0	18.9	24.1	26.2	28.1
SIGMA	248	22	64	62	16	53	54	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

FEDERAL DEFICIT

Q.15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"PHASING OUT ALL FARM PRICE SUPPORTS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	15	2	6	3	3	4	2	2	0
TOTAL ANSWERING	243	21	62	60	15	51	53	41	33
YES	154	11	37	38	9	33	37	24	20
	63.4	52.4	59.7	63.3	60.0	64.7	69.8	58.5	60.6
NO	89	10	25	22	6	18	16	17	13
	36.6	47.6	40.3	36.7	40.0	35.3	30.2	41.5	39.4
SIGMA	243	21	62	60	15	51	53	41	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

FEDERAL DEFICIT
Q.15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR: "REDUCING DEFENSE SPENDING"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	6	1	2	1	1	0	0	1	0
TOTAL ANSWERING	252	22	66	62	17	55	55	42	33
YES	164 65.1	10 45.5	47 71.2	45 72.6	8 47.1	38 69.1	31 56.4	22 52.4	23 69.7
NO	88 34.9	12 54.5	19 28.8	17 27.4	9 52.9	17 30.9	24 43.6	20 47.6	10 30.3
SIGMA	252 100.0	22 100.0	66 100.0	82 100.0	17 100.0	55 100.0	55 100.0	42 100.0	33 100.0

*=LESS THAN 5%

FEDERAL DEFICIT

Q.15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR: "IMPOSING A CONSUMPTION TAX"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	13	2	5	2	1	1	3	1	0
TOTAL ANSWERING	245	21	63	61	17	54	52	42	33
YES	73	9	19	17	8	18	15	12	4
	29.8	42.9	30.2	27.9	47.1	33.3	28.8	28.6	12.1
NO	172	12	44	44	9	36	37	30	29
	70.2	57.1	69.8	72.1	52.9	66.7	71.2	71.4	87.9
SIGMA	245	21	63	61	17	54	52	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

FEDERAL DEFICIT

Q 15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"APPROVING A BALANCED BUDGET AMENDMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	9	2	5	3	2	3	1	1	2
TOTAL ANSWERING	249	21	63	60	16	52	54	42	31
YES	224 90.0	18 85.7	55 87.3	53 88.3	14 87.5	47 90.4	50 92.6	38 90.5	28 90.3
NO	25 10.0	3 14.3	8 12.7	7 11.7	2 12.5	5 9.6	4 7.4	4 9.5	3 9.7
SIGMA	249 100.0	21 100.0	63 100.0	60 100.0	16 100.0	52 100.0	54 100.0	42 100.0	31 100.0

*=LESS THAN .5%

TABLE 32

FEDERAL DEFICIT

Q 15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"REDUCING FEDERAL DISCRETIONARY SPENDING"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	9	1	3	3	1	1	0	0	0
TOTAL ANSWERING	249	22	65	60	17	54	55	43	33
YES	244	21	63	58	17	51	55	43	32
	98.0	95.5	96.9	96.7	100.0	94.4	100.0	100.0	97.0
NO	5	1	2	2	0	3	0	0	1
	2.0	4.5	3.1	3.3	-	5.6	-	-	3.0
SIGMA	249	22	65	60	17	54	55	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

FEDERAL DEFICIT

Q.15- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"APPROVING A LINE-ITEM-VETO"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO/TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	6	2	3	2	1	1	1	0	1
TOTAL ANSWERING	252	21	65	61	17	54	54	43	32
YES	240	20	63	56	17	50	51	41	31
	95.2	95.2	96.9	91.8	100.0	92.6	94.4	95.3	96.9
NO	12	1	2	5	0	4	3	2	1
	4.8	4.8	3.1	8.2	-	7.4	5.6	4.7	3.1
SIGMA	252	21	65	61	17	54	54	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q 16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING: "AIR POLLUTION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	9	3	2	1	0	1	2	0	0
TOTAL ANSWERING	249	20	66	62	18	54	53	43	33
YES	41	5	11	7	3	7	9	10	6
	16.5	25.0	16.7	11.3	16.7	13.0	17.0	23.3	18.2
NO	208	15	55	55	15	47	44	33	27
	83.5	75.0	83.3	88.7	83.3	87.0	83.0	76.7	81.8
SIGMA	249	20	66	62	18	54	53	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 35

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

ENVIRONMENTAL ISSUES

Q.16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"DISPOSAL OF HAZARDOUS WASTE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	3	3	0	0	0	2	0	0
TOTAL ANSWERING	250	20	65	63	18	55	53	43	33
YES	71	7	19	18	5	15	10	16	10
	28.4	35.0	29.2	28.6	27.8	27.3	18.9	37.2	30.3
NO	179	13	46	45	13	40	43	27	23
	71.6	65.0	70.8	71.4	72.2	72.7	81.1	62.8	69.7
SIGMA	250	20	65	63	18	55	53	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"DISPOSAL OF NON-HAZARDOUS WASTE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	2	2	1	1	1	2	1	0
TOTAL ANSWERING	248	21	66	62	17	54	53	42	33
YES	46	7	11	11	4	10	5	10	9
	18.5	33.3	16.7	17.7	23.5	18.5	9.4	23.8	27.3
NO	202	14	55	51	13	44	48	32	24
	81.5	66.7	83.3	82.3	76.5	81.5	90.6	76.2	72.7
SIGMA	248	21	66	62	17	54	53	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 37

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

ENVIRONMENTAL ISSUES

Q 16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"REGULATION OF UNDERGROUND STORAGE TANKS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	3	2	1	1	1	3	1	1
TOTAL ANSWERING	246	20	66	62	17	54	52	42	32
YES	46	8	14	9	5	11	7	8	8
	18.7	40.0	21.2	14.5	29.4	20.4	13.5	19.0	25.0
NO	200	12	52	53	12	43	45	34	24
	81.3	60.0	78.8	85.5	70.6	79.6	86.5	81.0	75.0
SIGMA	246	20	66	62	17	54	52	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q 16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"INFORMING COMMUNITY ABOUT THE USE OF HAZARDOUS SUBSTANCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	2	3	1	0	0	2	0	0
TOTAL ANSWERING	250	21	65	62	18	55	53	43	33
YES	24	2	7	3	1	6	4	6	4
	9.6	9.5	10.8	4.8	5.6	10.9	7.5	14.0	12.1
NO	226	19	58	59	17	49	49	37	29
	90.4	90.5	89.2	95.2	94.4	89.1	92.5	86.0	87.9
SIGMA	250	21	65	62	18	55	53	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**LESS THAN .5%

ENVIRONMENTAL ISSUES

Q.16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"INFORMING WORKERS ABOUT THE USE OF HAZARDOUS SUBSTANCES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	2	1	1	0	1	2	1	0
TOTAL ANSWERING	250	21	67	62	18	54	53	42	33
YES	42	5	13	8	2	6	7	7	6
	16.8	23.8	19.4	12.9	11.1	11.1	13.2	16.7	18.2
NO	208	16	54	54	16	48	46	35	27
	83.2	76.2	80.6	87.1	88.9	88.9	86.8	83.3	81.8
SIGMA	250	21	67	62	18	54	53	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 40

ENVIRONMENTAL ISSUES

Q 16- IN THE LAST YEAR HAVE YOU HAD A PROBLEM WITH THE FEDERAL, STATE OR LOCAL GOVERNMENT REGARDING:
"STORM WATER DISCHARGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	3	3	2	0	0	4	0	0
TOTAL ANSWERING	248	20	65	61	18	55	51	43	33
YES	42	3	12	10	3	12	8	6	6
	16.9	15.0	18.5	16.4	16.7	21.8	15.7	14.0	18.2
NO	206	17	53	51	15	43	43	37	27
	83.1	85.0	81.5	83.6	83.3	78.2	84.3	86.0	81.8
SIGMA	248	20	65	61	18	55	51	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 41

ENVIRONMENTAL ISSUES

Q 17- WHETHER HAD ANY PROBLEMS SECURING FINANCING BECAUSE OF LENDER LIABILITY FOR ENVIRONMENTAL PROBLEMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	1	0	2	0	0	1	0	0
TOTAL ANSWERING	254	22	68	61	18	55	54	43	33
YES	13 5.1	1 4.5	6 8.8	4 6.6	0 -	4 7.3	3 5.6	3 7.0	2 6.1
NO	241 94.9	21 95.5	62 91.2	57 93.4	18 100.0	51 92.7	51 94.4	40 93.0	31 93.9
SIGMA	254 100.0	22 100.0	68 100.0	61 100.0	18 100.0	55 100.0	54 100.0	43 100.0	33 100.0

*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q.18A- WHETHER USE RECYCLED MATERIALS IN YOUR PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	3	1	0	0	0	0	1	1	0
TOTAL ANSWERING	255	22	68	63	18	55	54	42	33
YES	165	12	37	48	10	36	35	30	22
	64.7	54.5	54.4	76.2	55.6	65.5	64.8	71.4	66.7
NO	90	10	31	15	8	19	19	12	11
	35.3	45.5	45.6	23.8	44.4	34.5	35.2	28.6	33.3
SIGMA	255	22	68	63	18	55	54	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 43

ENVIRONMENTAL ISSUES
Q.18B- WHETHER USE RECYCLED MATERIALS IN YOUR PACKAGING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	5	0	1	0	1	0	2	2	1
TOTAL ANSWERING	253	23	67	63	17	55	53	41	32
YES	191	14	47	54	12	37	43	29	21
	75.5	60.9	70.1	85.7	70.6	67.3	81.1	70.7	65.6
NO	62	9	20	9	5	18	10	12	11
	24.5	39.1	29.9	14.3	29.4	32.7	18.9	29.3	34.4
SIGMA	253	23	67	63	17	55	53	41	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q 18C- WHETHER ADVERTISE THE RECYCLED CONTENT OF PRODUCTS OR PACKAGING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	6	1	1	1	0	1	2	0	1
TOTAL ANSWERING	252	22	67	62	18	54	53	43	32
YES	73	7	14	20	4	19	13	14	12
	29.0	31.8	20.9	32.3	22.2	35.2	24.5	32.6	37.5
NO	179	15	53	42	14	35	40	29	20
	71.0	68.2	79.1	67.7	77.8	64.8	75.5	67.4	62.5
SIGMA	252	22	67	62	18	54	53	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 45

ENVIRONMENTAL ISSUES

Q 19- RANK THE FOLLOWING OPTIONS AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"TAX AT A POINT OF PRODUCTION ON NON-RECYCLABLE MATERIALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	36	2	6	12	3	7	4	7	3
TOTAL ANSWERING	222	21	62	51	15	48	51	36	30
TAX AT A POINT OF PRODUCTION ON NON-RECYCLABLE MATERIALS									
MOST ACCEPTABLE (1)	6 2.7	2 9.5	2 3.2	1 2.0	0 -	1 2.1	2 3.9	0 -	1 3.3
(2)	10 4.5	0 -	3 4.8	2 3.9	1 6.7	4 8.3	3 5.9	2 5.6	1 3.3
(3)	24 10.8	0 -	6 9.7	7 13.7	1 6.7	4 8.3	6 11.8	5 13.9	3 10.0
(4)	58 26.1	4 19.0	14 22.6	16 31.4	5 33.3	12 25.0	11 21.6	3 8.3	4 13.3
LEAST ACCEPTABLE (5)	81 36.5	10 47.6	21 33.9	14 27.5	5 33.3	18 37.5	16 31.4	16 44.4	13 43.3
MENTIONED (NOT RANKED)	43 19.4	5 23.8	16 25.8	11 21.6	3 20.0	9 18.8	13 25.5	10 27.8	8 26.7
BASE	179	16	46	40	12	39	38	26	22
MEAN	4.11	4.25	4.07	4.00	4.17	4.08	3.95	4.27	4.23
STD. DEV.	1.05	1.34	1.12	.99	.94	1.11	1.18	1.04	1.15
STD. ERR.	.08	.34	.17	.16	.27	.18	.19	.20	.25
SIGMA	222	21	62	51	15	48	51	36	30
	100.0	99.9	100.0	100.1	100.0	100.0	100.1	100.0	99.9

*=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 46

ENVIRONMENTAL ISSUES

Q 19- RANK THE FOLLOWING OPTIONS AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"ESTABLISH NATIONAL STANDARDS FOR PRODUCT AND PACKAGING DESIGN"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	34	2	6	9	3	7	6	6	3
TOTAL ANSWERING	224	21	62	54	15	48	49	37	30
ESTABLISH NATIONAL STANDARDS FOR PRODUCT AND PACKAGING DESIGN									
MOST ACCEPTABLE (1)	22	1	4	4	3	7	5	4	2
	9.8	4.8	6.5	7.4	20.0	14.6	10.2	10.8	6.7
(2)	40	3	13	7	4	10	6	4	6
	17.9	14.3	21.0	13.0	26.7	20.8	12.2	10.8	20.0
(3)	43	5	11	11	1	12	12	5	8
	19.2	23.8	17.7	20.4	6.7	25.0	24.5	13.5	26.7
(4)	29	5	5	5	1	4	6	6	3
	12.9	23.8	8.1	9.3	6.7	8.3	12.2	16.2	10.0
LEAST ACCEPTABLE (5)	47	2	13	15	3	6	9	7	3
	21.0	9.5	21.0	27.8	20.0	12.5	18.4	18.9	10.0
MENTIONED (NOT RANKED)	43	5	16	12	3	9	11	11	8
	19.2	23.8	25.8	22.2	20.0	18.8	22.4	29.7	26.7
BASE	181	16	46	42	12	39	38	26	22
MEAN	3.22	3.25	3.22	3.48	2.75	2.79	3.21	3.31	2.95
STD. DEV.	1.37	1.13	1.36	1.38	1.60	1.30	1.34	1.44	1.17
STD. ERR.	.10	.28	.20	.21	.45	.21	.22	.28	.25
SIGMA	224	21	62	54	15	48	49	37	30
	100.0	100.0	100.1	100.1	100.1	100.0	99.9	99.9	100.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES

Q 19- RANK THE FOLLOWING OPTIONS AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL: "PROVIDE TAX INCENTIVE FOR USE OF RECYCLED MATERIALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	27	1	5	6	3	6	4	6	2
TOTAL ANSWERING	231	22	63	57	15	49	51	37	31
PROVIDE TAX INCENTIVE FOR USE OF RECYCLED MATERIALS									
MOST ACCEPTABLE (1)	93	3	24	25	5	17	15	13	12
	40.3	13.6	38.1	43.9	33.3	34.7	29.4	35.1	38.7
(2)	47	6	12	6	5	12	15	6	4
	20.3	27.3	19.0	10.5	33.3	24.5	29.4	16.2	12.9
(3)	31	8	8	6	1	9	4	6	4
	13.4	36.4	12.7	10.5	6.7	18.4	7.8	16.2	12.9
(4)	8	0	2	4	0	1	3	1	1
	3.5	-	3.2	7.0	-	2.0	5.9	2.7	3.2
LEAST ACCEPTABLE (5)	4	0	1	1	1	1	1	0	1
	1.7	-	1.6	1.8	6.7	2.0	2.0	-	3.2
MENTIONED (NOT RANKED)	48	5	16	15	3	9	13	11	9
	20.8	22.7	25.4	26.3	20.0	18.4	25.5	29.7	29.0
BASE	183	17	47	42	12	40	38	26	22
MEAN	1.81	2.29	1.81	1.81	1.92	1.93	1.95	1.81	1.86
STD. DEV.	1.01	.77	1.01	1.15	1.16	1.00	1.04	.94	1.17
STD. ERR.	.07	.19	.15	.18	.34	.16	.17	.18	.25
SIGMA	231	22	63	57	15	49	51	37	31
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	99.9	99.9

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 48

ENVIRONMENTAL ISSUES

Q.19- RANK THE FOLLOWING OPTIONS AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"IMPOSE TAX ON PURCHASES OF NON-RECYCLABLE PRODUCTS AT POINT OF SALE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	36	2	6	10	3	7	6	7	3
TOTAL ANSWERING	222	21	62	53	15	48	49	36	30
IMPOSE TAX ON PURCHASES OF NON-RECYCLABLE PRODUCTS AT POINT OF SALE									
MOST ACCEPTABLE (1)	9 4.1	1 4.8	2 3.2	2 3.8	1 6.7	4 8.3	3 6.1	1 2.8	0 -
(2)	18 8.1	4 19.0	5 8.1	4 7.5	0 -	1 2.1	2 4.1	4 11.1	2 6.7
(3)	45 20.3	2 9.5	9 14.5	13 24.5	5 33.3	6 12.5	9 18.4	5 13.9	3 10.0
(4)	69 31.1	5 23.8	20 32.3	14 26.4	3 20.0	18 37.5	16 32.7	13 36.1	12 40.0
LEAST ACCEPTABLE (5)	41 18.5	4 19.0	10 16.1	9 17.0	3 20.0	10 20.8	9 18.4	3 8.3	5 16.7
MENTIONED (NOT RANKED)	40 18.0	5 23.8	16 25.8	11 20.8	3 20.0	9 18.8	10 20.4	10 27.8	8 26.7
BASE	182	16	46	42	12	39	39	26	22
MEAN	3.63	3.44	3.67	3.57	3.58	3.74	3.67	3.50	3.91
STD. DEV.	1.09	1.31	1.08	1.09	1.16	1.19	1.13	1.03	.87
STD. ERR.	.08	.33	.16	.17	.34	.19	.18	.20	.19
SIGMA	222 100.1	21 99.9	62 100.0	53 100.0	15 100.0	48 100.0	49 100.1	36 100.0	30 100.1

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ENVIRONMENTAL ISSUES
Q 19- RANK THE FOLLOWING OPTIONS AS TO THE DESIRABILITY AS A METHOD TO CONTROL DISPOSAL:
"INTENSIFY CONSUMER EDUCATION AND AWARENESS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	29	2	6	8	3	6	5	4	2
TOTAL ANSWERING	229	21	62	55	15	49	50	39	31
INTENSIFY CONSUMER EDUCATION AND AWARENESS									
MOST ACCEPTABLE (1)	56 24.5	10 47.6	15 24.2	10 18.2	3 20.0	12 24.5	14 28.0	9 23.1	7 22.6
(2)	66 28.8	3 14.3	13 21.0	23 41.8	2 13.3	12 24.5	12 24.0	10 25.6	9 29.0
(3)	38 16.6	1 4.8	12 19.4	5 9.1	4 26.7	8 16.3	7 14.0	5 12.8	4 12.9
(4)	16 7.0	2 9.5	5 8.1	2 3.6	3 20.0	4 8.2	2 4.0	3 7.7	2 6.5
LEAST ACCEPTABLE (5)	6 2.6	0 -	1 1.6	1 1.8	0 -	4 8.2	3 6.0	0 -	0 -
MENTIONED (NOT RANKED)	47 20.5	5 23.8	16 25.8	14 25.5	3 20.0	9 18.4	12 24.0	12 30.8	9 29.0
BASE	182	16	46	41	12	40	38	27	22
MEAN	2.18	1.69	2.22	2.05	2.58	2.40	2.16	2.07	2.05
STD. DEV.	1.07	1.08	1.09	.89	1.16	1.30	1.22	1.00	.95
STD. ERR.	.08	.27	.16	.14	.34	.21	.20	.19	.20
SIGMA	229	21	62	55	15	49	50	39	31
	100.0	100.0	100.1	100.0	100.0	100.1	100.0	100.0	100.0

*=LESS THAN .5%

EDUCATION AND LITERACY
Q.20- WHETHER BELIEVE THE FEDERAL GOVERNMENT SHOULD SPEND MORE MONEY ON WORKER TRAINING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	3	1	1	0	0	2	0	0	0
TOTAL ANSWERING	255	22	67	63	18	53	55	43	33
YES	107	9	36	27	7	26	24	16	12
	42.0	40.9	53.7	42.9	38.9	49.1	43.6	37.2	36.4
NO	148	13	31	36	11	27	31	27	21
	58.0	59.1	46.3	57.1	61.1	50.9	56.4	62.8	63.6
SIGMA	255	22	67	63	18	53	55	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

EDUCATION AND LITERACY

Q 21- WHETHER BELIEVE THE FEDERAL GOVERNMENT SHOULD ACTIVELY INTERVENE IN EDUCATION TO INCREASE BASIC WORKER LITERACY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	4	1	1	0	1	2	0	0	0
TOTAL ANSWERING	254	22	67	63	17	53	55	43	33
YES	110	9	38	27	3	24	24	18	11
	43.3	40.9	56.7	42.9	17.6	45.3	43.6	41.9	33.3
NO	144	13	29	36	14	29	31	25	22
	56.7	59.1	43.3	57.1	82.4	54.7	56.4	58.1	66.7
SIGMA	254	22	67	63	17	53	55	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

EDUCATION AND LITERACY

Q.22- WHETHER BELIEVE THE FEDERAL GOVERNMENT SHOULD SET STUDENT COMPETENCY STANDARDS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	2	3	1	1	2	1	1	0
TOTAL ANSWERING	250	21	65	62	17	53	54	42	33
YES	144	9	40	37	8	30	33	22	14
	57.6	42.9	61.5	59.7	47.1	56.6	61.1	52.4	42.4
NO	106	12	25	25	9	23	21	20	19
	42.4	57.1	38.5	40.3	52.9	43.4	38.9	47.6	57.6
SIGMA	250	21	65	62	17	53	54	42	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 53

TECHNOLOGY TRANSFER

Q.23- WHETHER SUPPORT THE CREATION OF MANUFACTURING EXTENSION CENTERS TO FACILITATE THE EXCHANGE OF TECHNOLOGY INFORMATION BETWEEN COMPANIES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	2	4	2	2	3	1	3	1
TOTAL ANSWERING	246	21	64	61	16	52	54	40	32
YES	166	16	45	39	14	39	38	24	23
	67.5	76.2	70.3	63.9	87.5	75.0	70.4	60.0	71.9
NO	80	5	19	22	2	13	16	16	9
	32.5	23.8	29.7	36.1	12.5	25.0	29.6	40.0	28.1
SIGMA	246	21	64	61	16	52	54	40	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.24- IMPACT IMPORTS HAD ON COMPANY'S SALES IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	7	1	3	3	1	0	0	1	0
TOTAL ANSWERING	251	22	65	60	17	55	55	42	33
SIGNIFICANT IMPACT	52 20.7	3 13.6	15 23.1	15 25.0	2 11.8	11 20.0	11 20.0	6 14.3	6 18.2
MINOR BUT GROWING IMPACT	111 44.2	9 40.9	24 36.9	28 46.7	7 41.2	25 45.5	20 36.4	20 47.6	18 54.5
NO IMPACT AT ALL	88 35.1	10 45.5	26 40.0	17 28.3	8 47.1	19 34.5	24 43.6	16 38.1	9 27.3
SIGMA	251 100.0	22 100.0	65 100.0	60 100.0	17 100.1	55 100.0	55 100.0	42 100.0	33 100.0

*=LESS THAN .5%

TABLE 55

INTERNATIONAL TRADE
Q.25- WHETHER COMPANY CURRENTLY EXPORTS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	3	0	0	1	2	1	0	1	0
TOTAL ANSWERING	255	23	68	62	16	54	55	42	33
YES	232	17	62	58	15	47	50	41	30
	91.0	73.9	91.2	93.5	93.8	87.0	90.9	97.6	90.9
NO	23	6	6	4	1	7	5	1	3
	9.0	26.1	8.8	6.5	6.3	13.0	9.1	2.4	9.1
SIGMA	255	23	68	62	16	54	55	42	33
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.25- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORT (EXCLUDING CANADA AND MEXICO)

BASE: COMPANY CURRENTLY EXPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	232	17	62	58	15	47	50	41	30
NO ANSWER	24	4	6	4	2	6	7	2	3
TOTAL ANSWERING	208	13	56	54	13	41	43	39	27
0%	5 2.4	0 -	1 1.8	0 -	1 7.7	2 4.9	0 -	2 5.1	0 -
1-4%	94 45.2	8 61.5	27 48.2	16 29.6	3 23.1	18 43.9	22 51.2	22 56.4	10 37.0
5-9%	61 29.3	2 15.4	16 28.6	20 37.0	8 61.5	10 24.4	13 30.2	9 23.1	8 29.6
10-14%	28 13.5	1 7.7	6 10.7	11 20.4	1 7.7	5 12.2	3 7.0	5 12.8	5 18.5
15-19%	8 3.8	1 7.7	3 5.4	3 5.6	0 -	4 9.8	3 7.0	1 2.6	3 11.1
20-29%	6 2.9	1 7.7	1 1.8	2 3.7	0 -	0 -	2 4.7	0 -	1 3.7
30-39%	2 1.0	0 -	0 -	1 1.9	0 -	1 2.4	0 -	0 -	0 -
40-49%	1 .5	0 -	0 -	0 -	0 -	1 2.4	0 -	0 -	0 -
50-59%	3 1.4	0 -	2 3.6	1 1.9	0 -	0 -	0 -	0 -	0 -
BASE	208	13	56	54	13	41	43	39	27
MEAN	6.38	5.77	6.73	8.04	4.62	6.88	5.40	4.31	6.81
STD. DEV.	8.02	7.10	9.65	8.41	2.90	8.55	5.18	3.98	5.36
STD. ERR.	.56	1.97	1.29	1.14	.80	1.33	.79	.64	1.03
SIGMA	208 100.0	13 100.0	56 100.1	54 100.1	13 100.0	41 100.0	43 100.1	39 100.0	27 99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

INTERNATIONAL TRADE

Q 26- PERCENTAGE OF FIRM'S EXPORT SALES FROM MADE TO CANADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	35	8	8	7	3	7	7	5	4
TOTAL ANSWERING	223	15	60	56	15	48	48	38	29
0%	19	0	4	8	0	5	4	1	2
	8.5	-	6.7	14.3	-	10.4	8.3	2.6	6.9
1-4%	85	8	27	10	5	13	22	19	14
	38.1	53.3	45.0	17.9	33.3	27.1	45.8	50.0	48.3
5-9%	41	3	11	12	3	12	12	8	4
	18.4	20.0	18.3	21.4	20.0	25.0	25.0	21.1	13.8
10-14%	22	1	6	6	1	4	3	5	2
	9.9	6.7	10.0	10.7	6.7	8.3	6.3	13.2	6.9
15-19%	6	0	2	3	0	0	0	0	1
	2.7	-	3.3	5.4	-	-	-	-	3.4
20-29%	10	1	2	4	0	2	3	3	1
	4.5	6.7	3.3	7.1	-	4.2	6.3	7.9	3.4
30-39%	4	0	2	0	0	1	1	0	0
	1.8	-	3.3	-	-	2.1	2.1	-	-
40-49%	4	0	0	3	0	1	0	0	1
	1.8	-	-	5.4	-	2.1	-	-	3.4
50-59%	4	0	1	2	0	1	0	0	1
	1.8	-	1.7	3.6	-	2.1	-	-	3.4
60-69%	4	0	0	2	1	0	1	0	0
	1.8	-	-	3.6	6.7	-	2.1	-	-
70-79%	4	0	1	3	0	2	0	0	1
	1.8	-	1.7	5.4	-	4.2	-	-	3.4
80-89%	4	0	0	1	2	1	0	1	1
	1.8	-	-	1.8	13.3	2.1	-	2.6	3.4
90-99%	11	1	3	2	3	3	1	1	1
	4.9	6.7	5.0	3.6	20.0	6.3	2.1	2.6	3.4

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 57/2

INTERNATIONAL TRADE

Q.26- PERCENTAGE OF FIRM'S EXPORT SALES FROM MADE TO CANADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	223	15	60	56	15	48	48	38	29
100%	5 2.2	1 6.7	1 1.7	0 -	0 -	3 6.3	1 2.1	0 -	0 -
BASE	223	15	60	56	15	48	48	38	29
MEAN	16.97	17.13	13.53	19.66	36.73	22.96	10.15	9.55	15.21
STD. DEV.	27.99	33.81	24.75	26.49	42.05	34.40	20.62	19.37	25.54
STD. ERR.	1.87	8.73	3.19	3.54	10.86	4.96	2.98	3.14	4.74
	223	15	60	56	15	48	48	38	29
SIGMA	100.0	100.1	100.0	100.2	100.0	100.2	100.1	100.0	99.7

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN 5%

INTERNATIONAL TRADE
Q.27- PERCENTAGE OF FIRM'S EXPORT SALES FROM MADE TO MEXICO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	71	9	19	14	7	19	10	10	9
TOTAL ANSWERING	187	14	49	49	11	36	45	33	24
0%	40 21.4	2 14.3	12 24.5	8 16.3	4 36.4	11 30.6	7 15.6	5 15.2	4 16.7
1-4%	94 50.3	10 71.4	24 49.0	24 49.0	4 36.4	19 52.8	24 53.3	19 57.6	15 62.5
5-9%	19 10.2	1 7.1	6 12.2	4 8.2	1 9.1	3 8.3	5 11.1	5 15.2	2 8.3
10-14%	16 8.6	1 7.1	3 6.1	5 10.2	0 -	1 2.8	5 11.1	3 9.1	0 -
15-19%	1 .5	0 -	0 -	1 2.0	0 -	0 -	0 -	0 -	1 4.2
20-29%	4 2.1	0 -	0 -	3 6.1	1 9.1	1 2.8	0 -	0 -	0 -
30-39%	3 1.6	0 -	0 -	2 4.1	0 -	0 -	0 -	0 -	1 4.2
40-49%	2 1.1	0 -	1 2.0	0 -	0 -	0 -	1 2.2	0 -	0 -
50-59%	2 1.1	0 -	1 2.0	0 -	0 -	1 2.8	0 -	0 -	1 4.2
60-69%	1 .5	0 -	1 2.0	0 -	0 -	0 -	0 -	0 -	0 -
70-79%	1 .5	0 -	0 -	0 -	0 -	0 -	1 2.2	0 -	0 -
80-89%	1 .5	0 -	0 -	0 -	0 -	0 -	1 2.2	0 -	0 -
90-99%	1 .5	0 -	0 -	0 -	1 9.1	0 -	0 -	1 3.0	0 -

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.27- PERCENTAGE OF FIRM'S EXPORT SALES FROM MADE TO MEXICO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	187	14	49	49	11	36	45	33	24
100%	2 1.1	0 -	1 2.0	2 4.1	0 -	0 -	1 2.2	0 -	0 -
BASE	187	14	49	49	11	36	45	33	24
MEAN	7.07	2.36	7.27	9.39	11.36	3.61	9.42	5.55	5.75
STD. DEV.	16.91	2.62	18.50	20.54	28.36	9.57	21.91	16.34	12.34
STD. ERR.	1.24	.70	2.64	2.93	8.55	1.60	3.27	2.84	2.52
	187	14	49	49	11	36	45	33	24
SIGMA	100.0	99.9	99.8	100.0	100.1	100.1	99.9	100.1	100.1

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.28- WHETHER COMPANY FORECASTING HIGHER EXPORT SALES IN 1994 (EXCLUDING CANADA AND MEXICO)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	2	2	4	2	2	2	2	3
TOTAL ANSWERING	248	21	66	59	16	53	53	41	30
YES	190	14	50	48	12	33	42	34	25
	76.6	66.7	75.8	81.4	75.0	62.3	79.2	82.9	83.3
NO	58	7	16	11	4	20	11	7	5
	23.4	33.3	24.2	18.6	25.0	37.7	20.8	17.1	16.7
SIGMA	248	21	66	59	16	53	53	41	30
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 60

INTERNATIONAL TRADE
Q.28- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	190	14	50	48	12	33	42	34	25
NO ANSWER	15	3	4	4	1	5	3	2	0
TOTAL ANSWERING	175	11	46	44	11	28	39	32	25
1-4%	26	3	6	4	1	5	9	4	6
	14.9	27.3	13.0	9.1	9.1	17.9	23.1	12.5	24.0
5-9%	36	2	5	10	3	10	7	6	7
	20.6	18.2	10.9	22.7	27.3	35.7	17.9	18.8	28.0
10-14%	51	4	9	15	2	5	9	11	4
	29.1	36.4	19.6	34.1	18.2	17.9	23.1	34.4	16.0
15-19%	13	1	4	5	1	3	3	2	2
	7.4	9.1	8.7	11.4	9.1	10.7	7.7	6.3	8.0
20-29%	27	1	11	4	3	4	8	5	4
	15.4	9.1	23.9	9.1	27.3	14.3	20.5	15.6	16.0
30-39%	5	0	5	0	0	0	0	1	0
	2.9	-	10.9	-	-	-	-	3.1	-
40-49%	2	0	2	0	0	0	0	0	0
	1.1	-	4.3	-	-	-	-	-	-
50-59%	3	0	1	1	0	0	1	1	0
	1.7	-	2.2	2.3	-	-	2.6	3.1	-
80-89%	1	0	0	1	0	0	0	0	0
	.6	-	-	2.3	-	-	-	-	-
100%	11	0	3	4	1	1	2	2	2
	6.3	-	6.5	9.1	9.1	3.6	5.1	6.3	8.0
BASE	175	11	46	44	11	28	39	32	25
MEAN	17.78	8.45	21.72	20.57	20.27	12.64	15.69	17.81	16.64
STD. DEV.	23.73	5.89	23.73	28.49	27.65	18.38	21.88	23.60	26.07
STD. ERR.	1.79	1.78	3.50	4.30	8.34	3.47	3.50	4.17	5.21

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.28- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	175	11	46	44	11	28	39	32	25
SIGMA	175 100.0	11 100.1	46 100.0	44 100.1	11 100.1	28 100.1	39 100.0	32 100.1	25 100.0

*=LESS THAN .5%

TABLE 61

INTERNATIONAL TRADE

Q.29- WHETHER COMPANY FORECASTING HIGHER EXPORT SALES FOR CANADA IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	11	3	2	4	2	3	2	2	3
TOTAL ANSWERING	247	20	66	59	16	52	53	41	30
YES	161	15	40	37	10	29	38	31	23
	65.2	75.0	60.6	62.7	62.5	55.8	71.7	75.6	76.7
NO	86	5	26	22	6	23	15	10	7
	34.8	25.0	39.4	37.3	37.5	44.2	28.3	24.4	23.3
SIGMA	247	20	66	59	16	52	53	41	30
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN 5%

TABLE 62

INTERNATIONAL TRADE
Q.29- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES FOR CANADA IN 1994

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	161	15	40	37	10	29	38	31	23
NO ANSWER	12	1	3	4	0	3	4	1	1
TOTAL ANSWERING	149	14	37	33	10	26	34	30	22
1-4%	20	3	5	2	0	3	8	4	5
	13.4	21.4	13.5	6.1	-	11.5	23.5	13.3	22.7
5-9%	32	7	4	6	1	5	8	7	5
	21.5	50.0	10.8	18.2	10.0	19.2	23.5	23.3	22.7
10-14%	42	2	12	10	4	7	10	9	4
	28.2	14.3	32.4	30.3	40.0	26.9	29.4	30.0	18.2
15-19%	11	0	2	2	0	1	3	6	0
	7.4	-	5.4	6.1	-	3.8	8.8	20.0	-
20-29%	15	0	5	5	2	3	0	1	4
	10.1	-	13.5	15.2	20.0	11.5	-	3.3	18.2
30-39%	9	1	4	3	2	1	1	0	2
	6.0	7.1	10.8	9.1	20.0	3.8	2.9	-	9.1
50-59%	7	0	2	1	0	4	2	1	1
	4.7	-	5.4	3.0	-	15.4	5.9	3.3	4.5
60-69%	1	0	0	1	0	0	0	0	0
	.7	-	-	3.0	-	-	-	-	-
100%	12	1	3	3	1	2	2	2	1
	8.1	7.1	8.1	9.1	10.0	7.7	5.9	6.7	4.5
BASE	149	14	37	33	10	26	34	30	22
MEAN	20.48	14.36	22.54	23.45	25.50	23.73	16.29	16.63	17.68
STD. DEV.	26.45	26.01	26.34	27.69	28.03	27.43	24.23	24.28	22.38
STD. ERR.	2.17	6.95	4.33	4.82	8.86	5.38	4.16	4.43	4.77
SIGMA	149	14	37	33	10	26	34	30	22
	100.1	99.9	99.9	100.1	100.0	99.8	99.9	99.9	99.9

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.30- WHETHER COMPANY FORECASTING HIGHER EXPORT SALES FOR MEXICO IN 1994

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	3	3	3	3	4	2	2	3
TOTAL ANSWERING	246	20	65	60	15	51	53	41	30
YES	170	12	43	45	9	28	41	31	24
	69.1	60.0	66.2	75.0	60.0	54.9	77.4	75.6	80.0
NO	76	8	22	15	6	23	12	10	6
	30.9	40.0	33.8	25.0	40.0	45.1	22.6	24.4	20.0
SIGMA	246	20	65	60	15	51	53	41	30
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

INTERNATIONAL TRADE

Q.30- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES FOR MEXICO IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	170	12	43	45	9	28	41	31	24
NO ANSWER	19	1	5	4	1	5	4	3	4
TOTAL ANSWERING	151	11	38	41	8	23	37	28	20
0%	1 .7	0 -	1 2.6	0 -	0 -	0 -	0 -	0 -	0 -
1-4%	22 14.6	4 36.4	5 13.2	4 9.8	1 12.5	4 17.4	8 21.6	5 17.9	3 15.0
5-9%	19 12.6	3 27.3	2 5.3	6 14.6	0 -	3 13.0	3 8.1	3 10.7	4 20.0
10-14%	29 19.2	1 9.1	4 10.5	4 9.8	2 25.0	5 21.7	8 21.6	7 25.0	4 20.0
15-19%	5 3.3	0 -	2 5.3	1 2.4	0 -	0 -	1 2.7	2 7.1	1 5.0
20-29%	21 13.9	2 18.2	9 23.7	6 14.6	3 37.5	4 17.4	4 10.8	1 3.6	2 10.0
30-39%	11 7.3	1 9.1	2 5.3	4 9.8	0 -	1 4.3	4 10.8	2 7.1	2 10.0
40-49%	4 2.6	0 -	2 5.3	1 2.4	1 12.5	0 -	2 5.4	2 7.1	0 -
50-59%	7 4.6	0 -	2 5.3	5 12.2	0 -	2 8.7	1 2.7	1 3.6	1 5.0
70-79%	2 1.3	0 -	0 -	0 -	0 -	1 4.3	0 -	0 -	1 5.0
80-89%	1 .7	0 -	0 -	1 2.4	0 -	0 -	0 -	0 -	0 -
100%	29 19.2	0 -	9 23.7	9 22.0	1 12.5	3 13.0	6 16.2	5 17.9	2 10.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE
Q.30- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

BASE: COMPANY FORECASTING HIGHER EXPORT SALES FOR MEXICO IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	151	11	38	41	8	23	37	28	20
BASE	151	11	38	41	8	23	37	28	20
MEAN	32.62	9.27	37.29	39.44	28.38	28.91	28.70	29.86	25.10
STD. DEV	35.99	9.72	37.46	36.74	31.14	33.53	34.01	35.58	30.90
STD. ERR.	2.93	2.93	6.08	5.74	11.01	6.99	5.59	6.72	6.91
SIGMA	151	11	38	41	8	23	37	28	20
	100.0	100.1	100.2	100.0	100.0	99.8	99.9	100.0	100.0

**=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

INTERNATIONAL TRADE

Q.31- TREND OF COMPANY'S EXPORT SALES IN 1993 COMPARED WITH PREVIOUS YEAR (EXCLUDING CANADA AND MEXICO)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	23	5	5	2	3	6	6	3	2
TOTAL ANSWERING	235	18	63	61	15	49	49	40	31
SIGNIFICANT INCREASE	52 22.1	3 16.7	12 19.0	14 23.0	5 33.3	6 12.2	14 28.6	10 25.0	5 16.1
SLIGHT INCREASE	107 45.5	8 44.4	32 50.8	25 41.0	4 26.7	20 40.8	23 46.9	18 45.0	13 41.9
STABLE	54 23.0	4 22.2	13 20.6	12 19.7	6 40.0	19 38.8	11 22.4	8 20.0	9 29.0
SMALL DECLINE	16 6.8	3 16.7	6 9.5	5 8.2	0 -	4 8.2	1 2.0	2 5.0	4 12.9
SIGNIFICANT DECLINE	6 2.6	0 -	0 -	5 8.2	0 -	0 -	0 -	2 5.0	0 -
SIGMA	235 100.0	18 100.0	63 99.9	61 100.1	15 100.0	49 100.0	49 99.9	40 100.0	31 99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

TABLE 66

INTERNATIONAL TRADE

Q.32- TREND OF COMPANY'S EXPORT SALES IN 1993 COMPARED WITH PREVIOUS YEAR FOR CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	26	4	5	5	2	7	6	4	2
TOTAL ANSWERING	232	19	63	58	16	48	49	39	31
SIGNIFICANT INCREASE	47 20.3	2 10.5	10 15.9	8 13.8	6 37.5	10 20.8	14 28.6	10 25.6	6 19.4
SLIGHT INCREASE	86 37.1	8 42.1	24 38.1	21 36.2	3 18.8	16 33.3	17 34.7	13 33.3	13 41.9
STABLE	68 29.3	7 36.8	20 31.7	21 36.2	6 37.5	17 35.4	12 24.5	9 23.1	6 19.4
SMALL DECLINE	26 11.2	2 10.5	6 9.5	7 12.1	1 6.3	1 2.1	5 10.2	6 15.4	4 12.9
SIGNIFICANT DECLINE	5 2.2	0 -	3 4.8	1 1.7	0 -	4 8.3	1 2.0	1 2.6	2 6.5
SIGMA	232 100.1	19 99.9	63 100.0	58 100.0	16 100.1	48 99.9	49 100.0	39 100.0	31 100.1

*=LESS THAN .5%

INTERNATIONAL TRADE

Q 33- TREND OF COMPANY'S EXPORT SALES IN 1993 COMPARED WITH PREVIOUS YEAR FOR MEXICO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	52	6	13	8	5	16	10	8	5
TOTAL ANSWERING	206	17	55	55	13	39	45	35	28
SIGNIFICANT INCREASE	55	3	14	15	2	5	18	10	5
	26.7	17.6	25.5	27.3	15.4	12.8	40.0	28.6	17.9
SLIGHT INCREASE	72	7	19	18	5	15	14	15	14
	35.0	41.2	34.5	32.7	38.5	38.5	31.1	42.9	50.0
STABLE	70	6	19	17	6	18	12	10	7
	34.0	35.3	34.5	30.9	46.2	46.2	26.7	28.6	25.0
SMALL DECLINE	9	1	3	5	0	1	1	0	2
	4.4	5.9	5.5	9.1	-	2.6	2.2	-	7.1
SIGMA	206	17	55	55	13	39	45	35	28
	100.1	100.0	100.0	100.0	100.1	100.1	100.0	100.1	100.0

*=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

INTERNATIONAL TRADE

Q.34- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	76	16	15	11	7	18	19	14	9
TOTAL ANSWERING	182	7	53	52	11	37	36	29	24
TAIWAN	103	3	34	34	6	19	15	11	16
	56.6	42.9	64.2	65.4	54.5	51.4	41.7	37.9	66.7
CHINA	90	2	30	26	5	16	15	16	14
	49.5	28.6	56.6	50.0	45.5	43.2	41.7	55.2	58.3
JAPAN	46	3	13	18	0	4	12	4	6
	25.3	42.9	24.5	34.6	-	10.8	33.3	13.8	25.0
GERMANY	32	2	6	13	3	3	6	4	3
	17.6	28.6	11.3	25.0	27.3	8.1	16.7	13.8	12.5
KOREA	31	1	9	9	3	8	6	3	4
	17.0	14.3	17.0	17.3	27.3	21.6	16.7	10.3	16.7
MEXICO	17	0	6	2	2	3	4	3	1
	9.3	-	11.3	3.8	18.2	8.1	11.1	10.3	4.2
CANADA	13	1	3	2	1	4	4	6	0
	7.1	14.3	5.7	3.8	9.1	10.8	11.1	20.7	-
FRANCE	13	0	0	3	0	2	5	4	0
	7.1	-	-	5.8	-	5.4	13.9	13.8	-
HONG KONG	11	0	4	1	1	1	3	2	4
	6.0	-	7.5	1.9	9.1	2.7	8.3	6.9	16.7
ITALY	10	2	4	1	1	3	3	1	2
	5.5	28.6	7.5	1.9	9.1	8.1	8.3	3.4	8.3
BRAZIL	9	0	1	3	0	2	0	2	4
	4.9	-	1.9	5.8	-	5.4	-	6.9	16.7
INDIA	9	0	2	4	1	2	0	1	1
	4.9	-	3.8	7.7	9.1	5.4	-	3.4	4.2
GREAT BRITAIN	7	0	0	3	0	0	1	3	0
	3.8	-	-	5.8	-	-	2.8	10.3	-

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION

*=LESS THAN .5%

INTERNATIONAL TRADE
Q 34- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	182	7	53	52	11	37	36	29	24
ISRAEL	6 3.3	0 -	0 -	3 5.8	0 -	2 5.4	1 2.8	1 3.4	1 4.2
SPAIN	6 3.3	0 -	1 1.9	4 7.7	0 -	0 -	1 2.8	0 -	1 4.2
UNITED KINGDOM	6 3.3	1 14.3	1 1.9	2 3.8	1 9.1	0 -	1 2.8	0 -	0 -
INDONESIA	5 2.7	0 -	0 -	0 -	0 -	1 2.7	1 2.8	2 6.9	0 -
MALAYSIA	5 2.7	0 -	1 1.9	2 3.8	1 9.1	1 2.7	1 2.8	1 3.4	1 4.2
THAILAND	4 2.2	0 -	3 5.7	1 1.9	0 -	1 2.7	1 2.8	1 3.4	1 4.2
SINGAPORE	3 1.6	0 -	0 -	0 -	0 -	1 2.7	1 2.8	0 -	1 4.2
SWEDEN	3 1.6	0 -	0 -	3 5.8	0 -	0 -	0 -	0 -	0 -
AUSTRALIA	2 1.1	0 -	0 -	1 1.9	0 -	0 -	1 2.8	0 -	0 -
POLAND	2 1.1	0 -	0 -	0 -	1 9.1	1 2.7	0 -	1 3.4	1 4.2
AUSTRIA	1 .5	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -	0 -
AFRICA	1 .5	0 -	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -
CHILE	1 .5	0 -	0 -	1 1.9	0 -	1 2.7	0 -	0 -	1 4.2

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.34- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL ANSWERING	182	7	53	52	11	37	36	29	24
FINLAND	1 .5	1 14.3	1 1.9	0 -	0 -	0 -	0 -	0 -	0 -
NETHERLANDS	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	1 3.4	0 -
SAUDI ARABIA	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	1 3.4	0 -
SRI LANKA	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	0 -	1 4.2
SWITZERLAND	1 .5	0 -	1 1.9	0 -	0 -	1 2.7	0 -	0 -	0 -
EUROPE	2 1.1	0 -	0 -	0 -	0 -	2 5.4	0 -	0 -	0 -
PACIFIC RIM	1 .5	0 -	0 -	0 -	0 -	0 -	1 2.8	1 3.4	0 -
SOUTH AMERICA	2 1.1	0 -	0 -	1 1.9	0 -	1 2.7	0 -	0 -	0 -
SOUTH AFRICA	1 .5	0 -	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -
SOUTH EAST ASIA	1 .5	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -	0 -
EUROPEAN COMMON MARKET/COMMON MARKET	3 1.6	0 -	1 1.9	1 1.9	1 9.1	0 -	1 2.8	1 3.4	0 -
OTHER	4 2.2	0 -	0 -	1 1.9	1 9.1	0 -	1 2.8	2 6.9	0 -
NONE	1 .5	0 -	0 -	0 -	0 -	0 -	0 -	0 -	1 4.2

*=LESS THAN .5%

INTERNATIONAL TRADE

Q.34- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	182	7	53	52	11	37	36	29	24
SIGMA	455 249.5	16 228.8	123 232.2	141 270.9	28 254.7	79 213.4	85 236.4	72 247.7	64 267.1

*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 69

INTERNATIONAL TRADE
Q.35- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	121	10	37	28	11	18	28	20	19
TOTAL ANSWERING	137	13	31	35	7	37	27	23	14
RAW MATERIALS									
0%	35 25.5	3 23.1	10 32.3	8 22.9	3 42.9	12 32.4	5 18.5	4 17.4	4 28.6
1-4%	24 17.5	2 15.4	5 16.1	5 14.3	0 -	9 24.3	5 18.5	5 21.7	2 14.3
5-9%	17 12.4	1 7.7	3 9.7	4 11.4	0 -	1 2.7	4 14.8	5 21.7	1 7.1
10-14%	28 20.4	3 23.1	10 32.3	9 25.7	1 14.3	4 10.8	4 14.8	7 30.4	4 28.6
15-19%	6 4.4	1 7.7	1 3.2	2 5.7	0 -	2 5.4	1 3.7	0 -	1 7.1
20-29%	10 7.3	2 15.4	1 3.2	1 2.9	2 28.6	5 13.5	2 7.4	2 8.7	2 14.3
30-39%	7 5.1	1 7.7	0 -	2 5.7	0 -	3 8.1	1 3.7	0 -	0 -
40-49%	2 1.5	0 -	0 -	1 2.9	1 14.3	1 2.7	0 -	0 -	0 -
50-59%	3 2.2	0 -	0 -	1 2.9	0 -	0 -	2 7.4	0 -	0 -
70-79%	3 2.2	0 -	1 3.2	1 2.9	0 -	0 -	2 7.4	0 -	0 -
90-99%	1 .7	0 -	0 -	0 -	0 -	0 -	1 3.7	0 -	0 -
100%	1 .7	0 -	0 -	1 2.9	0 -	0 -	0 -	0 -	0 -

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q.35- PERCENTAGE OF COMPANY'S RAW MATERIALS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT'	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	137	13	31	35	7	37	27	23	14
BASE	137	13	31	35	7	37	27	23	14
MEAN	11.49	9.46	7.55	14.06	14.71	8.86	18.33	6.57	7.50
STD. DEV	17.90	9.54	13.12	22.01	17.86	11.79	25.89	6.50	7.25
STD. ERR.	1.53	2.64	2.36	3.72	6.75	1.94	4.98	1.36	1.94
SIGMA	137	13	31	35	7	37	27	23	14
	99.9	100.1	100.0	100.2	100.1	99.9	99.9	99.9	100.0

*=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 70

INTERNATIONAL TRADE
Q.35- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	116	11	29	29	12	23	23	24	11
TOTAL ANSWERING	142	12	39	34	6	32	32	19	22
COMPONENTS									
0%	36 25.4	3 25.0	9 23.1	9 26.5	2 33.3	10 31.3	5 15.6	2 10.5	5 22.7
1-4%	30 21.1	3 25.0	11 28.2	9 26.5	1 16.7	8 25.0	5 15.6	6 31.6	7 31.8
5-9%	26 18.3	4 33.3	7 17.9	6 17.6	1 16.7	4 12.5	7 21.9	5 26.3	1 4.5
10-14%	20 14.1	0 -	4 10.3	7 20.6	1 16.7	5 15.6	3 9.4	4 21.1	5 22.7
15-19%	3 2.1	1 8.3	1 2.6	0 -	0 -	0 -	2 6.3	0 -	0 -
20-29%	14 9.9	1 8.3	4 10.3	1 2.9	1 16.7	2 6.3	4 12.5	2 10.5	4 18.2
30-39%	4 2.8	0 -	0 -	1 2.9	0 -	2 6.3	1 3.1	0 -	0 -
50-59%	2 1.4	0 -	2 5.1	0 -	0 -	0 -	0 -	0 -	0 -
60-69%	2 1.4	0 -	1 2.6	0 -	0 -	0 -	2 6.3	0 -	0 -
70-79%	1 .7	0 -	0 -	0 -	0 -	0 -	1 3.1	0 -	0 -
90-99%	2 1.4	0 -	0 -	0 -	0 -	1 3.1	1 3.1	0 -	0 -
100%	2 1.4	0 -	0 -	1 2.9	0 -	0 -	1 3.1	0 -	0 -

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

INTERNATIONAL TRADE

Q 35- PERCENTAGE OF COMPANY'S COMPONENTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	142	12	39	34	6	32	32	19	22
BASE	142	12	39	34	6	32	32	19	22
MEAN	10.89	5.08	9.28	8.09	6.00	8.81	19.13	6.63	7.23
STD. DEV	19.06	6.23	14.55	17.45	7.87	16.98	27.29	6.60	8.33
STD. ERR	1.60	1.80	2.33	2.99	3.21	3.00	4.82	1.51	1.78
SIGMA	142	12	39	34	6	32	32	19	22
	100.0	99.9	100.1	99.9	100.1	100.1	100.0	100.0	99.9

*=LESS THAN .5%

INTERNATIONAL TRADE
Q 35- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	106	13	23	26	12	21	26	21	13
TOTAL ANSWERING	152	10	45	37	6	34	29	22	20
FINISHED PRODUCTS									
0%	38	3	8	9	2	10	9	3	6
	25.0	30.0	17.8	24.3	33.3	29.4	31.0	13.6	30.0
1-4%	36	2	12	6	1	8	4	7	2
	23.7	20.0	26.7	16.2	16.7	23.5	13.8	31.8	10.0
5-9%	23	2	9	8	2	5	4	2	5
	15.1	20.0	20.0	21.6	33.3	14.7	13.8	9.1	25.0
10-14%	17	3	3	7	0	4	4	3	3
	11.2	30.0	6.7	18.9	-	11.8	13.8	13.6	15.0
15-19%	8	0	3	2	0	3	0	2	2
	5.3	-	6.7	5.4	-	8.8	-	9.1	10.0
20-29%	10	0	3	2	0	0	1	3	1
	6.6	-	6.7	5.4	-	-	3.4	13.6	5.0
30-39%	5	0	1	1	0	1	2	1	1
	3.3	-	2.2	2.7	-	2.9	6.9	4.5	5.0
40-49%	5	0	2	0	1	2	2	0	0
	3.3	-	4.4	-	16.7	5.9	6.9	-	-
50-59%	4	0	3	1	0	1	0	0	0
	2.6	-	6.7	2.7	-	2.9	-	-	-
70-79%	2	0	0	0	0	0	2	0	0
	1.3	-	-	-	-	-	6.9	-	-
80-89%	2	0	1	0	0	0	0	1	0
	1.3	-	2.2	-	-	-	-	4.5	-
90-99%	1	0	0	0	0	0	1	0	0
	.7	-	-	-	-	-	3.4	-	-

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.35- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	152	10	45	37	6	34	29	22	20
100%	1 .7	0 -	0 -	1 2.7	0 -	0 -	0 -	0 -	0 -
BASE	152	10	45	37	6	34	29	22	20
MEAN	11.59	4.40	12.29	10.19	9.83	9.18	16.76	11.50	6.90
STD. DEV.	19.26	4.74	18.55	18.16	18.84	14.33	25.59	17.52	8.04
STD. ERR.	1.56	1.50	2.77	2.99	7.69	2.46	4.75	3.74	1.80
SIGMA	152 100.1	10 100.0	45 100.1	37 99.9	6 100.0	34 99.9	29 99.9	22 99.8	20 100.0

**=LESS THAN .5%

INTERNATIONAL TRADE
Q.36- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	46	5	15	8	4	12	8	5	9
TOTAL ANSWERING	212	18	53	55	14	43	47	38	24
MEXICO	86	9	25	22	5	18	16	13	9
	40.6	50.0	47.2	40.0	35.7	41.9	34.0	34.2	37.5
CANADA	41	5	11	9	1	8	10	5	4
	19.3	27.8	20.8	16.4	7.1	18.6	21.3	13.2	16.7
GERMANY	41	2	5	9	1	10	11	9	4
	19.3	11.1	9.4	16.4	7.1	23.3	23.4	23.7	16.7
GREAT BRITAIN	30	1	7	6	2	5	9	8	2
	14.2	5.6	13.2	10.9	14.3	11.6	19.1	21.1	8.3
JAPAN	29	5	8	11	4	7	3	5	4
	13.7	27.8	15.1	20.0	28.6	16.3	6.4	13.2	16.7
UNITED KINGDOM	27	2	6	6	3	8	8	6	4
	12.7	11.1	11.3	10.9	21.4	18.6	17.0	15.8	16.7
CHINA	25	4	6	7	1	5	9	6	2
	11.8	22.2	11.3	12.7	7.1	11.6	19.1	15.8	8.3
AUSTRALIA	23	3	4	7	2	5	1	6	5
	10.8	16.7	7.5	12.7	14.3	11.6	2.1	15.8	20.8
ARGENTINA	22	0	3	5	0	3	7	3	4
	10.4	-	5.7	9.1	-	7.0	14.9	7.9	16.7
CHILE	22	0	6	7	1	3	3	4	4
	10.4	-	11.3	12.7	7.1	7.0	6.4	10.5	16.7
FRANCE	20	0	6	6	3	4	5	1	4
	9.4	-	11.3	10.9	21.4	9.3	10.6	2.6	16.7
BRAZIL	19	1	4	9	0	5	6	2	3
	9.0	5.6	7.5	16.4	-	11.6	12.8	5.3	12.5
RUSSIA	13	1	2	1	0	5	2	2	1
	6.1	5.6	3.8	1.8	-	11.6	4.3	5.3	4.2

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.36- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	212	18	53	55	14	43	47	38	24
NEW ZEALAND	8 3.8	1 5.6	3 5.7	2 3.6	1 7.1	2 4.7	3 6.4	0 -	1 4.2
SPAIN	8 3.8	1 5.6	3 5.7	2 3.6	1 7.1	2 4.7	3 6.4	1 2.6	2 8.3
POLAND	7 3.3	1 5.6	1 1.9	1 1.8	1 7.1	2 4.7	3 6.4	1 2.6	0 -
VENEZUELA	7 3.3	0 -	2 3.8	2 3.6	0 -	0 -	1 2.1	1 2.6	1 4.2
TAIWAN	6 2.8	0 -	1 1.9	0 -	2 14.3	0 -	3 6.4	1 2.6	0 -
FINLAND	4 1.9	0 -	0 -	1 1.8	0 -	2 4.7	1 2.1	2 5.3	1 4.2
ITALY	4 1.9	0 -	2 3.8	0 -	0 -	0 -	0 -	2 5.3	0 -
INDIA	4 1.9	0 -	0 -	1 1.8	1 7.1	2 4.7	1 2.1	0 -	0 -
PHILIPPINE	4 1.9	0 -	0 -	1 1.8	0 -	0 -	2 4.3	2 5.3	0 -
SINGAPORE	4 1.9	0 -	1 1.9	0 -	0 -	0 -	2 4.3	2 5.3	1 4.2
COLUMBIA	3 1.4	0 -	2 3.8	0 -	1 7.1	0 -	0 -	1 2.6	1 4.2
ISRAEL	3 1.4	0 -	2 3.8	0 -	0 -	2 4.7	0 -	0 -	1 4.2
NETHERLANDS	3 1.4	0 -	0 -	0 -	0 -	2 4.7	1 2.1	0 -	1 4.2

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.36- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	212	18	53	55	14	43	47	38	24
SWEDEN	3 1.4	0 -	0 -	2 3.6	0 -	0 -	1 2.1	0 -	0 -
COSTA RICA	2 .9	0 -	0 -	0 -	0 -	1 2.3	1 2.1	0 -	1 4.2
EGYPT	2 .9	0 -	2 3.8	1 1.8	0 -	0 -	0 -	0 -	0 -
HOLLAND	2 .9	0 -	0 -	2 3.6	0 -	0 -	0 -	0 -	0 -
INDONESIA	2 .9	0 -	0 -	0 -	1 7.1	1 2.3	0 -	0 -	0 -
KOREA	2 .9	1 5.6	1 1.9	0 -	0 -	1 2.3	0 -	0 -	0 -
PORTUGAL	2 .9	0 -	1 1.9	0 -	0 -	0 -	0 -	1 2.6	0 -
PUERTO RICO	2 .9	0 -	1 1.9	0 -	0 -	0 -	1 2.1	0 -	0 -
SAUDI ARABIA	2 .9	0 -	1 1.9	1 1.8	0 -	1 2.3	0 -	0 -	1 4.2
THAILAND	2 .9	0 -	0 -	2 3.6	0 -	0 -	0 -	0 -	0 -
HONG KONG	1 .5	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -	0 -
IRELAND	1 .5	0 -	0 -	0 -	1 7.1	0 -	0 -	0 -	0 -
KUWAIT	1 .5	0 -	0 -	0 -	0 -	0 -	1 2.1	0 -	0 -

*=LESS THAN .5%

INTERNATIONAL TRADE

Q 36- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL ANSWERING	212	18	53	55	14	43	47	38	24
PANAMA	1 .5	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -	0 -
SRI LANKA	1 .5	0 -	0 -	1 1.8	0 -	0 -	0 -	0 -	0 -
USSR	1 .5	0 -	0 -	1 1.8	0 -	0 -	0 -	0 -	0 -
URUGUAY	1 .5	0 -	0 -	0 -	1 7.1	0 -	1 2.1	0 -	0 -
MIDDLE EAST	3 1.4	0 -	1 1.9	0 -	0 -	0 -	0 -	2 5.3	0 -
EUROPE	5 2.4	1 5.6	1 1.9	0 -	0 -	1 2.3	2 4.3	1 2.6	1 4.2
PACIFIC RIM	2 .9	0 -	0 -	1 1.8	0 -	0 -	1 2.1	0 -	0 -
SOUTH AMERICA	25 11.8	2 11.1	11 20.8	6 10.9	3 21.4	5 11.6	5 10.6	6 15.8	3 12.5
CARIBBEAN	5 2.4	1 5.6	2 3.8	0 -	0 -	0 -	1 2.1	0 -	1 4.2
CENTRAL AMERICA	6 2.8	1 5.6	2 3.8	0 -	2 14.3	0 -	1 2.1	3 7.9	0 -
LATIN AMERICA	1 .5	1 5.6	0 -	0 -	0 -	0 -	0 -	0 -	0 -
FAR EAST	2 .9	0 -	0 -	1 1.8	0 -	0 -	0 -	0 -	1 4.2
SOUTH AFRICA	11 5.2	1 5.6	3 5.7	4 7.3	0 -	4 9.3	1 2.1	0 -	2 8.3

**=LESS THAN .5%

INTERNATIONAL TRADE
Q.36- COUNTRIES CONSIDERED TO BE POTENTIAL EXPORT MARKETS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	212	18	53	55	14	43	47	38	24
SOUTH EAST ASIA	5 2.4	0 -	3 5.7	0 -	1 7.1	1 2.3	2 4.3	1 2.6	0 -
EASTERN EUROPE	3 1.4	0 -	1 1.9	1 1.8	1 7.1	2 4.7	0 -	0 -	0 -
EUROPEAN COMMON MARKET/COMMON MARKET	6 2.8	0 -	1 1.9	3 5.5	0 -	3 7.0	0 -	0 -	1 4.2
EC EUROPEAN COMMUNITY/EEC EUROPEAN ECONOMIC COMMUNITY	2 .9	0 -	1 1.9	0 -	0 -	1 2.3	0 -	1 2.6	0 -
OTHER	11 5.2	0 -	3 5.7	3 5.5	0 -	2 4.7	1 2.1	4 10.5	1 4.2
NONE	1 .5	0 -	0 -	0 -	0 -	1 2.3	0 -	0 -	0 -
SIGMA	579 272.9	44 245.0	147 277.9	144 261.5	40 285.1	124 288.6	129 274.2	102 268.5	71 296.4

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.37- PRIMARY BARRIER(S) TO EXPORT ACTIVITY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	21	0	5	2	2	5	5	3	1
TOTAL ANSWERING	237	23	63	61	16	50	50	40	32
FINANCING	27	1	6	5	2	5	8	4	3
	11.4	4.3	9.5	8.2	12.5	10.0	16.0	10.0	9.4
FOREIGN DUTIES AND TARIFFS	149	13	38	38	11	28	36	22	20
	62.9	56.5	60.3	62.3	68.8	56.0	72.0	55.0	62.5
MARKET INFORMATION	102	10	35	28	10	25	23	14	14
	43.0	43.5	55.6	45.9	62.5	50.0	46.0	35.0	43.8
NON-TARIFF FOREIGN BARRIERS	74	4	17	27	6	14	17	11	11
	31.2	17.4	27.0	44.3	37.5	28.0	34.0	27.5	34.4
OTHER	63	8	20	11	3	13	9	18	13
	26.6	34.8	31.7	18.0	18.8	26.0	18.0	45.0	40.6
SIGMA	415	36	116	109	32	85	93	69	61
	175.1	156.5	184.1	178.7	200.1	170.0	186.0	172.5	190.7

INTERNATIONAL TRADE

Q.38- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON SALES TO MEXICO

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	1	0	0	2	4	2	2	2
TOTAL ANSWERING	248	22	68	63	16	51	53	41	31
INCREASE	194	18	55	50	13	35	43	30	28
	78.2	81.8	80.9	79.4	81.3	68.6	81.1	73.2	90.3
DECREASE	1	0	1	0	0	0	0	0	0
	.4	-	1.5	-	-	-	-	-	-
NO CHANGE	53	4	12	13	3	16	10	11	3
	21.4	18.2	17.6	20.6	18.8	31.4	18.9	26.8	9.7
SIGMA	248	22	68	63	16	51	53	41	31
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE
Q.38- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON DOMESTIC SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	16	2	1	3	2	3	4	5	0
TOTAL ANSWERING	242	21	67	60	16	52	51	38	33
INCREASE	66	5	17	20	6	11	12	12	8
	27.3	23.8	25.4	33.3	37.5	21.2	23.5	31.6	24.2
DECREASE	13	0	3	3	1	6	2	2	2
	5.4	-	4.5	5.0	6.3	11.5	3.9	5.3	6.1
NO CHANGE	163	16	47	37	9	35	37	24	23
	67.4	76.2	70.1	61.7	56.3	67.3	72.5	63.2	69.7
SIGMA	242	21	67	60	16	52	51	38	33
	100.1	100.0	100.0	100.0	100.1	100.0	99.9	100.1	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE

Q 39- WHETHER SUPPORT OR OPPOSE THE ENACTMENT OF A NORTH AMERICAN FREE TRADE AGREEMENT

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	10	0	3	3	0	2	1	2	2
TOTAL ANSWERING	248	23	65	60	18	53	54	41	31
SUPPORT	228	21	62	58	16	48	50	36	29
	91.9	91.3	95.4	96.7	88.9	90.6	92.6	87.8	93.5
OPPOSE	20	2	3	2	2	5	4	5	2
	8.1	8.7	4.6	3.3	11.1	9.4	7.4	12.2	6.5
SIGMA	248	23	65	60	18	53	54	41	31
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

INTERNATIONAL TRADE

Q.40- IMPACT FROM ESTABLISHMENT OF A UNIFIED EUROPEAN COMMUNITY COMMON MARKET IN 1994 ON ABILITY TO EXPORT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	5	1	0	0	0	2	1	0	1
TOTAL ANSWERING	253	22	68	63	18	53	54	43	32
MORE RESTRICTIVE	57	1	11	21	4	13	12	14	10
	22.5	4.5	16.2	33.3	22.2	24.5	22.2	32.6	31.3
LESS RESTRICTIVE	27	2	7	8	1	5	3	2	5
	10.7	9.1	10.3	12.7	5.6	9.4	5.6	4.7	15.6
NO CHANGE	102	14	28	23	8	25	21	16	9
	40.3	63.6	41.2	36.5	44.4	47.2	38.9	37.2	28.1
DON'T KNOW	67	5	22	11	5	10	18	11	8
	26.5	22.7	32.4	17.5	27.8	18.9	33.3	25.6	25.0
SIGMA	253	22	68	63	18	53	54	43	32
	100.0	99.9	100.1	100.0	100.0	100.0	100.0	100.1	100.0

*=LESS THAN .5%

INTERNATIONAL TRADE

Q 41- WHETHER COMPANY AFFECTED BY THE IMPORTATION OF GOODS FROM CHINA PRODUCED BY PRISON LABOR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	22	0	4	5	2	5	3	6	4
TOTAL ANSWERING	236	23	64	58	16	50	52	37	29
YES	45	2	15	19	4	8	7	8	6
	19.1	8.7	23.4	32.8	25.0	16.0	13.5	21.6	20.7
NO	191	21	49	39	12	42	45	29	23
	80.9	91.3	76.6	67.2	75.0	84.0	86.5	78.4	79.3
SIGMA	236	23	64	58	16	50	52	37	29
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.42- WHETHER COMPANY INITIATED LEGAL ACTION DURING 1993 TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	5	0	1	3	0	2	1	0	1
TOTAL ANSWERING	253	23	67	60	18	53	54	43	32
YES	57	3	13	12	2	10	16	9	11
	22.5	13.0	19.4	20.0	11.1	18.9	29.6	20.9	34.4
NO	196	20	54	48	16	43	38	34	21
	77.5	87.0	80.6	80.0	88.9	81.1	70.4	79.1	65.6
SIGMA	253	23	67	60	18	53	54	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

**=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.43- WHETHER COMPANY HAS OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	9	0	2	2	1	2	3	1	1
TOTAL ANSWERING	249	23	66	61	17	53	52	42	32
YES	57	1	22	15	2	9	14	9	4
	22.9	4.3	33.3	24.6	11.8	17.0	26.9	21.4	12.5
NO	192	22	44	46	15	44	38	33	28
	77.1	95.7	66.7	75.4	88.2	83.0	73.1	78.6	87.5
SIGMA	249	23	66	61	17	53	52	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES
Q 44- WHETHER COMPANY PLACES "MADE IN U.S.A." ON ITS PRODUCTS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	5	0	3	2	0	1	2	0	1
TOTAL ANSWERING	253	23	65	61	18	54	53	43	32
YES	189	15	50	56	18	41	38	29	27
	74.7	65.2	76.9	91.8	100.0	75.9	71.7	67.4	84.4
NO	64	8	15	5	0	13	15	14	5
	25.3	34.8	23.1	8.2	-	24.1	28.3	32.6	15.6
SIGMA	253	23	65	61	18	54	53	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 82

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES
Q.45- WHETHER COMPANY PLACES "MADE IN U.S.A." ON ITS PACKAGES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	5	0	2	2	0	1	2	0	1
TOTAL ANSWERING	253	23	66	61	18	54	53	43	32
YES	215	19	61	55	18	47	44	32	31
	85.0	82.6	92.4	90.2	100.0	87.0	83.0	74.4	96.9
NO	38	4	5	6	0	7	9	11	1
	15.0	17.4	7.6	9.8	-	13.0	17.0	25.6	3.1
SIGMA	253	23	66	61	18	54	53	43	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PATENTS/TRADEMARKS/COPYRIGHTS ISSUES

Q.46- WHETHER COMPANY IS AFFECTED BY THE IMPORTATION OF PRODUCTS IMPROPERLY MARKED "MADE IN THE U.S.A."

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	2	3	3	2	3	4	3	2
TOTAL ANSWERING	246	21	65	60	16	52	51	40	31
YES	73 29.7	3 14.3	24 36.9	23 38.3	3 18.8	15 28.8	15 29.4	10 25.0	5 16.1
NO	173 70.3	18 85.7	41 63.1	37 61.7	13 81.3	37 71.2	36 70.6	30 75.0	26 83.9
SIGMA	246 100.0	21 100.0	65 100.0	60 100.0	16 100.1	52 100.0	51 100.0	40 100.0	31 100.0

*=LESS THAN .5%

PRODUCT LIABILITY

Q.47- COMPANY'S EXPERIENCE WITH PRODUCT LIABILITY INSURANCE PREMIUMS IN 1993 COMPARED TO THE PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	1	3	1	1	3	1	0	3
TOTAL ANSWERING	250	22	65	62	17	52	54	43	30
INCREASE	119	12	22	36	7	22	29	18	11
	47.6	54.5	33.8	58.1	41.2	42.3	53.7	41.9	36.7
DECREASE	21	1	6	6	1	5	4	7	4
	8.4	4.5	9.2	9.7	5.9	9.6	7.4	16.3	13.3
NO CHANGE	110	9	37	20	9	25	21	18	15
	44.0	40.9	56.9	32.3	52.9	48.1	38.9	41.9	50.0
SIGMA	250	22	65	62	17	52	54	43	30
	100.0	99.9	99.9	100.1	100.0	100.0	100.0	100.1	100.0

*=LESS THAN .5%

PRODUCT LIABILITY
Q.48- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1993 - "COVERAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	20	1	6	4	1	7	4	3	5
TOTAL ANSWERING	238	22	62	59	17	48	51	40	28
INCREASED	63	7	18	19	5	9	18	8	7
	26.5	31.8	29.0	32.2	29.4	18.8	35.3	20.0	25.0
DECREASED	3	1	0	0	0	1	1	1	0
	1.3	4.5	-	-	-	2.1	2.0	2.5	-
NO CHANGE	172	14	44	40	12	38	32	31	21
	72.3	63.6	71.0	67.8	70.6	79.2	62.7	77.5	75.0
SIGMA	238	22	62	59	17	48	51	40	28
	100.1	99.9	100.0	100.0	100.0	100.1	100.0	100.0	100.0

*=LESS THAN .5%

PRODUCT LIABILITY
Q.48- WHETHER COMPANY'S PRODUCT LIABILITY COVERAGE HAS CHANGED IN 1993 - "AMOUNT OF DEDUCTIBLE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	22	2	6	3	2	8	5	1	4
TOTAL ANSWERING	236	21	62	60	16	47	50	42	29
INCREASED	47	5	8	12	3	5	14	7	4
	19.9	23.8	12.9	20.0	18.8	10.6	28.0	16.7	13.8
DECREASED	6	1	3	3	1	0	1	0	0
	2.5	4.8	4.8	5.0	6.3	-	2.0	-	-
NO CHANGE	183	15	51	45	12	42	35	35	25
	77.5	71.4	82.3	75.0	75.0	89.4	70.0	83.3	86.2
SIGMA	236	21	62	60	16	47	50	42	29
	99.9	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PRODUCT LIABILITY
Q.49- WHETHER COMPANY EXPERIENCED DIFFICULTY IN RENEWING THIS INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	9	0	2	0	0	2	4	0	2
TOTAL ANSWERING	249	23	66	63	18	53	51	43	31
YES	21	1	3	6	0	4	5	5	0
	8.4	4.3	4.5	9.5	-	7.5	9.8	11.6	-
NO	228	22	63	57	18	49	46	38	31
	91.6	95.7	95.5	90.5	100.0	92.5	90.2	88.4	100.0
SIGMA	249	23	66	63	18	53	51	43	31
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 88

PRODUCT LIABILITY
Q.50- COMPANY'S RECENT EXPERIENCE WITH PRODUCT LIABILITY LITIGATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	0	2	0	0	4	5	0	2
TOTAL ANSWERING	246	23	66	63	18	51	50	43	31
INCREASE	65	5	18	18	3	8	13	15	3
	26.4	21.7	27.3	28.6	16.7	15.7	26.0	34.9	9.7
DECREASE	14	1	2	5	1	4	3	3	1
	5.7	4.3	3.0	7.9	5.6	7.8	6.0	7.0	3.2
NO CHANGE	167	17	46	40	14	39	34	25	27
	67.9	73.9	69.7	63.5	77.8	76.5	68.0	58.1	87.1
SIGMA	246	23	66	63	18	51	50	43	31
	100.0	99.9	100.0	100.0	100.1	100.0	100.0	100.0	100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PRODUCT LIABILITY
Q 50- ESTIMATE OF THE NUMBER OF PENDING LAWSUITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	112	13	26	24	7	25	24	19	13
TOTAL ANSWERING	146	10	42	39	11	30	31	24	20
NONE	50	3	13	14	3	15	7	6	11
	34.2	30.0	31.0	35.9	27.3	50.0	22.6	25.0	55.0
1	20	2	5	4	4	2	3	5	0
	13.7	20.0	11.9	10.3	36.4	6.7	9.7	20.8	-
2	17	2	7	3	1	3	6	1	4
	11.6	20.0	16.7	7.7	9.1	10.0	19.4	4.2	20.0
3	16	1	6	4	0	2	4	3	1
	11.0	10.0	14.3	10.3	-	6.7	12.9	12.5	5.0
4	11	0	4	2	1	3	3	3	0
	7.5	-	9.5	5.1	9.1	10.0	9.7	12.5	-
5	8	0	0	1	0	0	4	3	0
	5.5	-	-	2.6	-	-	12.9	12.5	-
6	3	0	0	3	0	0	0	0	0
	2.1	-	-	7.7	-	-	-	-	-
7	2	0	0	1	1	1	1	0	1
	1.4	-	-	2.6	9.1	3.3	3.2	-	5.0
8	1	0	1	0	0	0	0	0	0
	.7	-	2.4	-	-	-	-	-	-
10	6	0	2	1	0	2	0	1	2
	4.1	-	4.8	2.6	-	6.7	-	4.2	10.0
11	1	0	1	0	0	0	0	0	0
	.7	-	2.4	-	-	-	-	-	-
12	1	0	0	1	0	0	0	0	0
	.7	-	-	2.6	-	-	-	-	-
18	1	0	1	0	1	0	0	0	0
	.7	-	2.4	-	9.1	-	-	-	-

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

PRODUCT LIABILITY
Q.50- ESTIMATE OF THE NUMBER OF PENDING LAWSUITS

		PRODUCT LINE(S)-MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	146	10	42	39	11	30	31	24	20
20	2	1	1	1	0	0	0	1	0
	1.4	10.0	2.4	2.6	-	-	-	4.2	-
25	2	0	0	2	0	1	0	0	0
	1.4	-	-	5.1	-	3.3	-	-	-
40	1	0	0	1	0	0	0	0	0
	7	-	-	2.6	-	-	-	-	-
50	1	1	1	0	0	1	1	0	1
	7	10.0	2.4	-	-	3.3	3.2	-	5.0
100	3	0	0	1	0	0	2	1	0
	2.1	-	-	2.6	-	-	6.5	4.2	-
BASE	146	10	42	39	11	30	31	24	20
MEAN	5.53	7.90	4.29	7.49	3.18	4.27	10.19	7.21	4.40
STD. DEV	15.26	15.97	8.54	17.45	5.34	10.01	25.52	20.23	11.21
STD. ERR.	1.26	5.05	1.32	2.79	1.61	1.83	4.58	4.13	2.51
SIGMA	146	10	42	39	11	30	31	24	20
	100.2	100.0	100.2	100.3	100.1	100.0	100.1	100.1	100.0

*=LESS THAN .5%

HEALTH CARE REFORM

Q.51- WHETHER BELIEVES THAT THE CURRENT HEALTH CARE SYSTEM CAN BE FIXED OR DOES HEALTH CARE DELIVERY SYSTEM NEED A COMPLETE OVERHAUL

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	12	2	3	5	2	2	4	2	0
TOTAL ANSWERING	246	21	65	58	16	53	51	41	33
CAN BE FIXED	132	16	33	33	9	27	24	22	19
	53.7	76.2	50.8	56.9	56.3	50.9	47.1	53.7	57.6
NEEDS COMPLETE OVERHAUL	114	5	32	25	7	26	27	19	14
	46.3	23.8	49.2	43.1	43.8	49.1	52.9	46.3	42.4
SIGMA	246	21	65	58	16	53	51	41	33
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q.52- WHETHER SPECIFIC ACTIONS MUST BE TAKEN TO CONTROL DOCTORS AND HOSPITALS FEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	15	3	4	4	4	4	3	1	1
TOTAL ANSWERING	243	20	64	59	14	51	52	42	32
YES	182	17	46	43	10	39	46	29	23
	74.9	85.0	71.9	72.9	71.4	76.5	88.5	69.0	71.9
NO	61	3	18	16	4	12	6	13	9
	25.1	15.0	28.1	27.1	28.6	23.5	11.5	31.0	28.1
SIGMA	243	20	64	59	14	51	52	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 92

HEALTH CARE REFORM

Q.53- WHETHER THE CREATION OF SUPER REGIONAL HEALTH MAINTENANCE ORGANIZATIONS (HMO'S) KNOWN AS MANAGED COMPETITION WOULD BRING DOWN THE COST OF HEALTH CARE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	26	4	6	5	3	4	7	6	2
TOTAL ANSWERING	232	19	62	58	15	51	48	37	31
YES	96	6	29	26	2	22	22	11	10
	41.4	31.6	46.8	44.8	13.3	43.1	45.8	29.7	32.3
NO	136	13	33	32	13	29	26	26	21
	58.6	68.4	53.2	55.2	86.7	56.9	54.2	70.3	67.7
SIGMA	232	19	62	58	15	51	48	37	31
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM

Q.54- BELIEVES THE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS ARE: "DOCTORS AND HOSPITALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	43	5	11	12	4	9	10	8	7
TOTAL ANSWERING	215	18	57	51	14	46	45	35	26
DOCTORS AND HOSPITALS									
MOST IMPORTANT (1)	50	4	13	11	3	12	17	7	5
	23.3	22.2	22.8	21.6	21.4	26.1	37.8	20.0	19.2
(2)	44	5	9	11	2	14	9	9	10
	20.5	27.8	15.8	21.6	14.3	30.4	20.0	25.7	38.5
(3)	41	4	12	10	5	9	6	7	4
	19.1	22.2	21.1	19.6	35.7	19.6	13.3	20.0	15.4
(4)	37	5	10	8	3	6	6	6	3
	17.2	27.8	17.5	15.7	21.4	13.0	13.3	17.1	11.5
LEAST IMPORTANT (5)	19	0	7	6	0	1	3	3	0
	8.8	-	12.3	11.8	-	2.2	6.7	8.6	-
MENTIONED (NOT RANKED)	24	0	6	5	1	4	4	3	4
	11.2	-	10.5	9.8	7.1	8.7	8.9	8.6	15.4
BASE	191	18	51	46	13	42	41	32	22
MEAN	2.64	2.56	2.78	2.72	2.62	2.29	2.24	2.66	2.23
STD. DEV.	1.32	1.15	1.39	1.36	1.12	1.11	1.34	1.29	.97
STD. ERR.	.10	.27	.19	.20	.31	.17	.21	.23	.21
SIGMA	215	18	57	51	14	46	45	35	26
	100.1	100.0	100.0	100.1	99.9	100.0	100.0	100.0	100.0

*=LESS THAN 5%

HEALTH CARE REFORM
Q.54- BELIEVES THE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS ARE: "INSURANCE COMPANIES"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	46	3	13	10	5	10	11	7	7
TOTAL ANSWERING	212	20	55	53	13	45	44	36	26
INSURANCE COMPANIES									
MOST IMPORTANT (1)	25	3	7	4	3	7	4	4	6
	11.8	15.0	12.7	7.5	23.1	15.6	9.1	11.1	23.1
(2)	43	10	15	6	2	9	10	8	5
	20.3	50.0	27.3	11.3	15.4	20.0	22.7	22.2	19.2
(3)	44	3	11	11	0	6	11	8	1
	20.8	15.0	20.0	20.8	-	13.3	25.0	22.2	3.8
(4)	45	1	12	11	4	13	8	6	7
	21.2	5.0	21.8	20.8	30.8	28.9	18.2	16.7	26.9
LEAST IMPORTANT (5)	32	1	6	12	4	7	8	6	3
	15.1	5.0	10.9	22.6	30.8	15.6	18.2	16.7	11.5
MENTIONED (NOT RANKED)	23	2	4	9	0	3	3	4	4
	10.8	10.0	7.3	17.0	-	6.7	6.8	11.1	15.4
BASE	189	18	51	44	13	42	41	32	22
MEAN	3.08	2.28	2.90	3.48	3.31	3.10	3.15	3.06	2.82
STD. DEV.	1.29	1.02	1.25	1.28	1.65	1.38	1.28	1.32	1.50
STD. ERR.	.09	.24	.18	.19	.46	.21	.20	.23	.32
SIGMA	212	20	55	53	13	45	44	36	26
	100.0	100.0	100.0	100.0	100.1	100.1	100.0	100.0	99.9

*=LESS THAN .5%

HEALTH CARE REFORM
Q.54- BELIEVES THE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS ARE: "LAWYERS"

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	25	2	4	6	2	7	6	3	3
TOTAL ANSWERING	233	21	64	57	16	48	49	40	30
LAWYERS									
MOST IMPORTANT (1)	66	4	21	18	5	14	12	14	9
	28.3	19.0	32.8	31.6	31.3	29.2	24.5	35.0	30.0
(2)	56	3	11	17	5	13	10	9	4
	24.0	14.3	17.2	29.8	31.3	27.1	20.4	22.5	13.3
(3)	41	5	10	6	2	8	10	5	6
	17.6	23.8	15.6	10.5	12.5	16.7	20.4	12.5	20.0
(4)	16	3	4	2	0	5	6	3	3
	6.9	14.3	6.3	3.5	-	10.4	12.2	7.5	10.0
LEAST IMPORTANT (5)	14	3	7	2	1	2	3	2	1
	6.0	14.3	10.9	3.5	6.3	4.2	6.1	5.0	3.3
MENTIONED (NOT RANKED)	40	3	11	12	3	6	8	7	7
	17.2	14.3	17.2	21.1	18.8	12.5	16.3	17.5	23.3
BASE	193	18	53	45	13	42	41	33	23
MEAN	2.25	2.89	2.34	1.96	2.00	2.24	2.46	2.09	2.26
STD. DEV.	1.22	1.41	1.41	1.07	1.15	1.19	1.27	1.23	1.25
STD. ERR.	.09	.33	.19	.16	.32	.18	.20	.21	.26
SIGMA	233	21	64	57	16	48	49	40	30
	100.0	100.0	100.0	100.0	100.2	100.1	99.9	100.0	99.9

HEALTH CARE REFORM
Q 54- BELIEVES THE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS ARE "GOVERNMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	47	4	9	13	4	9	10	7	6
TOTAL ANSWERING	211	19	59	50	14	46	45	36	27
GOVERNMENT									
MOST IMPORTANT (1)	37	5	10	9	2	6	6	8	4
	17.5	26.3	16.9	18.0	14.3	13.0	13.3	22.2	14.8
(2)	28	0	11	6	3	5	4	6	2
	13.3	-	18.6	12.0	21.4	10.9	8.9	16.7	7.4
(3)	42	3	11	10	4	9	10	8	5
	19.9	15.8	18.6	20.0	28.6	19.6	22.2	22.2	18.5
(4)	45	5	11	13	2	11	14	6	5
	21.3	26.3	18.6	26.0	14.3	23.9	31.1	16.7	18.5
LEAST IMPORTANT (5)	36	5	9	5	2	11	6	4	6
	17.1	26.3	15.3	10.0	14.3	23.9	13.3	11.1	22.2
MENTIONED (NOT RANKED)	23	1	7	7	1	4	5	4	5
	10.9	5.3	11.9	14.0	7.1	8.7	11.1	11.1	18.5
BASE	188	18	52	43	13	42	40	32	22
MEAN	3.08	3.28	2.96	2.98	2.92	3.38	3.25	2.75	3.32
STD. DEV.	1.39	1.60	1.39	1.34	1.32	1.38	1.28	1.37	1.46
STD. ERR.	.10	.38	.19	.20	.37	.21	.20	.24	.31
SIGMA	211	19	59	50	14	46	45	36	27
	100.0	100.0	99.9	100.0	100.0	100.0	99.9	100.0	99.9

*=LESS THAN .5%

HEALTH CARE REFORM
Q.54- BELIEVES THE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS ARE:
"INDIVIDUALS"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	58	5	12	14	3	11	14	9	10
TOTAL ANSWERING	200	18	56	49	15	44	41	34	23
INDIVIDUALS									
MOST IMPORTANT (1)	23	2	8	4	2	4	4	4	2
	11.5	11.1	14.3	8.2	13.3	9.1	9.8	11.8	8.7
(2)	18	0	5	5	0	2	7	1	1
	9.0	-	8.9	10.2	-	4.5	17.1	2.9	4.3
(3)	26	3	7	9	3	9	3	6	6
	13.0	16.7	12.5	18.4	20.0	20.5	7.3	17.6	26.1
(4)	36	4	10	9	3	6	4	6	2
	18.0	22.2	17.9	18.4	20.0	13.6	9.8	17.6	8.7
LEAST IMPORTANT (5)	86	9	21	18	5	21	22	15	11
	43.0	50.0	37.5	36.7	33.3	47.7	53.7	44.1	47.8
MENTIONED (NOT RANKED)	11	0	5	4	2	2	1	2	1
	5.5	-	8.9	8.2	13.3	4.5	2.4	5.9	4.3
BASE	189	18	51	45	13	42	40	32	22
MEAN	3.76	4.00	3.61	3.71	3.69	3.90	3.83	3.84	3.86
STD. DEV.	1.42	1.33	1.50	1.34	1.44	1.34	1.50	1.39	1.36
STD. ERR.	.10	.31	.21	.20	.40	.21	.24	.25	.29
SIGMA	200	18	56	49	15	44	41	34	23
	100.0	100.0	100.0	100.1	99.9	99.9	100.1	99.9	99.9

*=LESS THAN .5%

HEALTH CARE REFORM
Q.55- EMPLOYEE'S BENEFITS PROVIDER

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	24	1	5	10	5	5	6	4	4
TOTAL ANSWERING	234	22	63	53	13	50	49	39	29
A GROUP INDEMNITY INSURANCE PLAN	135 57.7	13 59.1	32 50.8	35 66.0	8 61.5	31 62.0	24 49.0	22 56.4	15 51.7
HMO	84 35.9	6 27.3	24 38.1	18 34.0	5 38.5	8 16.0	23 46.9	13 33.3	10 34.5
PPO	68 29.1	7 31.8	20 31.7	16 30.2	2 15.4	15 30.0	16 32.7	13 33.3	7 24.1
SIGMA	287 122.7	26 118.2	76 120.6	69 130.2	15 115.4	54 108.0	63 128.6	48 123.0	32 110.3

**=LESS THAN 5%

HEALTH CARE REFORM
Q.56- WHETHER SELF-INSURE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	17	1	4	5	2	6	4	0	1
TOTAL ANSWERING	241	22	64	58	16	49	51	43	32
YES	105	14	30	27	5	21	21	18	15
	43.6	63.6	46.9	46.6	31.3	42.9	41.2	41.9	46.9
NO	136	8	34	31	11	28	30	25	17
	56.4	36.4	53.1	53.4	68.8	57.1	58.8	58.1	53.1
SIGMA	241	22	64	58	16	49	51	43	32
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q.56- MAXIMUM OF SELF-INSURANCE

BASE: DOES SELF-INSURE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	105	14	30	27	5	21	21	18	15
NO ANSWER	56	8	14	16	3	10	10	12	7
TOTAL ANSWERING	49	6	16	11	2	11	11	6	8
$500	2	0	2	0	0	0	0	0	0
	4.1	-	12.5	-	-	-	-	-	-
$1,000	4	1	2	2	1	1	0	0	2
	8.2	16.7	12.5	18.2	50.0	9.1	-	-	25.0
$2,000	1	0	0	1	0	0	0	0	0
	2.0	-	-	9.1	-	-	-	-	-
$2,500	1	0	1	0	0	0	0	0	0
	2.0	-	6.3	-	-	-	-	-	-
$3,000	1	0	0	0	0	0	0	1	0
	2.0	-	-	-	-	-	-	16.7	-
$5,000	2	0	0	0	0	0	2	0	0
	4.1	-	-	-	-	-	18.2	-	-
$7,500	3	1	0	1	0	2	0	0	0
	6.1	16.7	-	9.1	-	18.2	-	-	-
$8,000	1	0	0	0	0	0	1	0	0
	2.0	-	-	-	-	-	9.1	-	-
$10,000	1	0	0	0	0	0	0	1	0
	2.0	-	-	-	-	-	-	16.7	-
$12,000	1	0	0	0	0	0	1	1	0
	2.0	-	-	-	-	-	9.1	16.7	-
$12,500	1	0	1	0	0	0	0	0	0
	2.0	-	6.3	-	-	-	-	-	-
$15,000	3	0	1	1	0	0	1	0	0
	6.1	-	6.3	9.1	-	-	9.1	-	-

*=LESS THAN .5%

HEALTH CARE REFORM
Q.56- MAXIMUM OF SELF-INSURANCE

BASE: DOES SELF-INSURE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	49	6	16	11	2	11	11	6	8
$20,000	1	1	0	0	0	1	0	0	0
	2.0	16.7	-	-	-	9.1	-	-	-
$25,000	1	1	0	0	0	1	0	0	0
	2.0	16.7	-	-	-	9.1	-	-	-
$30,000	1	0	0	1	0	0	0	0	0
	2.0	-	-	9.1	-	-	-	-	-
$35,000	2	0	1	1	0	0	0	0	0
	4.1	-	6.3	9.1	-	-	-	-	-
$40,000	1	1	0	0	0	0	0	0	0
	2.0	16.7	-	-	-	-	-	-	-
$50,000	4	1	1	1	0	1	1	2	2
	8.2	16.7	6.3	9.1	-	9.1	9.1	33.3	25.0
$60,000	3	0	0	0	0	1	2	0	0
	6.1	-	-	-	-	9.1	18.2	-	-
$75,000	2	0	1	0	0	1	0	1	0
	4.1	-	6.3	-	-	9.1	-	16.7	-
$85,000	1	0	1	0	0	0	0	0	0
	2.0	-	6.3	-	-	-	-	-	-
$100,000	4	0	2	1	0	0	0	0	2
	8.2	-	12.5	9.1	-	-	-	-	25.0
$150,000	1	0	0	1	0	1	0	0	1
	2.0	-	-	9.1	-	9.1	-	-	12.5
$250,000	1	0	1	0	0	0	1	0	0
	2.0	-	6.3	-	-	-	9.1	-	-
$300,000	1	0	1	0	0	0	0	0	0
	2.0	-	6.3	-	-	-	-	-	-

*=LESS THAN .5%

HEALTH CARE REFORM
Q.56- MAXIMUM OF SELF-INSURANCE

BASE: DOES SELF-INSURE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL ANSWERING	49	6	16	11	2	11	11	6	8
$500.000	1 2.0	0 -	0 -	0 -	1 50.0	0 -	1 9.1	0 -	0 -
$999.999	4 8.2	0 -	1 6.3	1 9.1	0 -	2 18.2	1 9.1	0 -	1 12.5
BASE	45	6	15	10	2	9	10	6	7
MEAN	56278	23917	68533	39150	250500	44000.	96500	33333.	64571.
STD. DEV.	91591	18709.	92200	49537	352846	47354.	159708	29022.	55251.
STD. ERR.	13654	7638.1	23806	15665	249500	15785.	50504.	11848.	20883.
SIGMA	49 99.5	6 100.2	16 100.5	11 100.1	2 100.0	11 100.1	11 100.1	6 100.1	8 100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q 57A- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	8	1	4	1	2	1	4	1	1
TOTAL ANSWERING	250	22	64	62	16	54	51	42	32
YES	237	22	62	57	14	47	50	42	29
	94.8	100.0	96.9	91.9	87.5	87.0	98.0	100.0	90.6
NO	13	0	2	5	2	7	1	0	3
	5.2	-	3.1	8.1	12.5	13.0	2.0	-	9.4
SIGMA	250	22	64	62	16	54	51	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q.57B- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	11	1	4	2	2	2	5	2	1
TOTAL ANSWERING	247	22	64	61	16	53	50	41	32
YES	197	15	51	48	10	38	43	32	22
	79.8	68.2	79.7	78.7	62.5	71.7	86.0	78.0	68.8
NO	50	7	13	13	6	15	7	9	10
	20.2	31.8	20.3	21.3	37.5	28.3	14.0	22.0	31.3
SIGMA	247	22	64	61	16	53	50	41	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.1

HEALTH CARE REFORM
Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	197	15	51	48	10	38	43	32	22
NO ANSWER	64	8	19	12	4	15	10	9	8
TOTAL ANSWERING	133	7	32	36	6	23	33	23	14
FAMILY PLAN									
0%	1 .8	0 -	0 -	1 2.8	0 -	0 -	0 -	0 -	0 -
1-4%	1 8	0 -	0 -	0 -	0 -	0 -	1 3.0	0 -	0 -
5-9%	3 2.3	0 -	1 3.1	1 2.8	0 -	0 -	1 3.0	1 4.3	0 -
10-14%	2 1.5	0 -	0 -	1 2.8	0 -	2 8.7	0 -	0 -	1 7.1
20-29%	3 2.3	0 -	2 6.3	0 -	1 16.7	0 -	1 3.0	0 -	0 -
30-39%	2 1.5	0 -	2 6.3	1 2.8	0 -	0 -	1 3.0	0 -	0 -
40-49%	2 1.5	1 14.3	1 3.1	0 -	0 -	0 -	1 3.0	0 -	0 -
50-59%	15 11.3	1 14.3	7 21.9	2 5.6	1 16.7	2 8.7	2 6.1	2 8.7	2 14.3
60-69%	12 9.0	0 -	4 12.5	2 5.6	1 16.7	6 26.1	2 6.1	4 17.4	0 -
70-79%	10 7.5	1 14.3	2 6.3	1 2.8	0 -	0 -	1 3.0	5 21.7	1 7.1
80-89%	43 32.3	3 42.9	8 25.0	17 47.2	3 50.0	10 43.5	12 36.4	2 8.7	5 35.7

*=LESS THAN .5%

HEALTH CARE REFORM
Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	133	7	32	36	6	23	33	23	14
90-99%	17	1	2	5	0	2	5	3	1
	12.8	14.3	6.3	13.9	-	8.7	15.2	13.0	7.1
100%	22	0	3	5	0	1	6	6	4
	16.5	-	9.4	13.9	-	4.3	18.2	26.1	28.6
BASE	133	7	32	36	6	23	33	23	14
MEAN	73.38	71.43	63.75	74.64	62.50	70.13	73.73	77.17	77.29
STD. DEV.	24.56	18.87	24.82	25.79	24.85	22.69	26.78	22.71	25.44
STD. ERR	2.13	7.13	4.39	4.30	10.14	4.73	4.66	4.74	6.80
SIGMA	133	7	32	36	6	23	33	23	14
	100.1	100.1	100.2	100.2	100.1	100.0	100.0	99.9	99.9

*=LESS THAN 5%

HEALTH CARE REFORM

Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	237	22	62	57	14	47	50	42	29
NO ANSWER	76	9	23	14	5	16	11	13	12
TOTAL ANSWERING	161	13	39	43	9	31	39	29	17
FAMILY PLAN									
1-4%	1	0	0	0	0	0	1	0	0
	.6	-	-	-	-	-	2.6	-	-
5-9%	2	1	0	0	0	0	0	2	0
	1.2	7.7	-	-	-	-	-	6.9	-
10-14%	2	0	2	0	0	0	0	0	0
	1.2	-	5.1	-	-	-	-	-	-
20-29%	3	0	1	0	0	1	0	1	0
	1.9	-	2.6	-	-	3.2	-	3.4	-
30-39%	2	0	1	1	0	1	1	2	0
	1.2	-	2.6	2.3	-	3.2	2.6	6.9	-
40-49%	2	1	1	0	0	0	0	1	0
	1.2	7.7	2.6	-	-	-	-	3.4	-
50-59%	9	0	4	1	0	2	3	0	1
	5.6	-	10.3	2.3	-	6.5	7.7	-	5.9
60-69%	5	0	2	1	1	2	0	0	0
	3.1	-	5.1	2.3	11.1	6.5	-	-	-
70-79%	11	1	3	2	1	0	0	4	1
	6.8	7.7	7.7	4.7	11.1	-	-	13.8	5.9
80-89%	41	3	10	15	3	12	10	3	4
	25.5	23.1	25.6	34.9	33.3	38.7	25.6	10.3	23.5
90-99%	24	1	3	8	0	6	5	3	3
	14.9	7.7	7.7	18.6	-	19.4	12.8	10.3	17.6

*=LESS THAN .5%

HEALTH CARE REFORM

Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	161	13	39	43	9	31	39	29	17
100%	59	6	12	15	4	7	19	13	8
	36.6	46.2	30.8	34.9	44.4	22.6	48.7	44.8	47.1
BASE	161	13	39	43	9	31	39	29	17
MEAN	82.38	81.23	75.38	87.21	86.67	81.19	85.90	77.97	89.53
STD. DEV.	22.65	28.29	26.44	14.89	14.36	20.36	21.82	30.43	13.85
STD. ERR.	1.79	7.85	4.23	2.27	4.79	3.66	3.49	5.65	3.36
SIGMA	161	13	39	43	9	31	39	29	17
	99.8	100.1	100.1	100.0	99.9	100.1	100.0	99.8	100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR: "AVERAGE COST TO COMPANY PER COVERED EMPLOYEE - FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	197	15	51	48	10	38	43	32	22
NO ANSWER	83	9	21	18	4	19	15	11	9
TOTAL ANSWERING	114	6	30	30	6	19	28	21	13
$1 - $149	20	1	5	5	1	6	3	3	2
	17.5	16.7	16.7	16.7	16.7	31.6	10.7	14.3	15.4
$150 - $199	12	0	3	2	0	3	4	3	2
	10.5	-	10.0	6.7	-	15.8	14.3	14.3	15.4
$200 - $249	13	0	6	2	2	1	2	3	1
	11.4	-	20.0	6.7	33.3	5.3	7.1	14.3	7.7
$250 - $299	22	0	4	6	1	5	5	2	4
	19.3	-	13.3	20.0	16.7	26.3	17.9	9.5	30.8
$300 - $349	16	2	4	6	2	1	5	4	3
	14.0	33.3	13.3	20.0	33.3	5.3	17.9	19.0	23.1
$350 - $399	9	1	3	3	0	0	3	1	0
	7.9	16.7	10.0	10.0	-	-	10.7	4.8	-
$400 - $449	8	1	0	1	0	2	2	4	1
	7.0	16.7	-	3.3	-	10.5	7.1	19.0	7.7
$450 - $499	1	0	0	0	0	0	1	0	0
	.9	-	-	-	-	-	3.6	-	-
$500 OR MORE	11	1	3	4	0	0	3	1	0
	9.6	16.7	10.0	13.3	-	-	10.7	4.8	-
BASE	114	6	30	30	6	19	28	21	13
MEAN	285.6	316.67	312.6	322.6	238.17	234.68	294.00	268.76	240.69
STD DEV	180.1	163.18	237.3	222.8	61.78	220.91	135.99	126.02	103.79
STD. ERR.	16.87	66.62	43.33	40.67	25.22	50.68	25.70	27.50	28.78
SIGMA	112	6	28	29	6	18	28	21	13
	98.1	100.1	93.3	96.7	100.0	94.8	100.0	100.0	100.1

*=LESS THAN 5%

HEALTH CARE REFORM

Q.57- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST" TO COMPANY PER COVERED EMPLOYEE - INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	237	22	62	57	14	47	50	42	29
NO ANSWER	98	11	26	20	5	20	16	17	14
TOTAL ANSWERING	139	11	36	37	9	27	34	25	15
$1 - $149	79	6	20	14	4	18	21	14	7
	56.8	54.5	55.6	37.8	44.4	66.7	61.8	56.0	46.7
$150 - $199	24	2	4	9	1	5	4	6	4
	17.3	18.2	11.1	24.3	11.1	18.5	11.8	24.0	26.7
$200 - $249	13	2	3	4	4	1	3	3	2
	9.4	18.2	8.3	10.8	44.4	3.7	8.8	12.0	13.3
$250 - $299	7	1	3	2	0	1	3	1	1
	5.0	9.1	8.3	5.4	-	3.7	8.8	4.0	6.7
$300 - $349	10	0	3	5	0	0	2	0	0
	7.2	-	8.3	13.5	-	-	5.9	-	-
$400 - $449	3	0	1	1	0	1	1	1	1
	2.2	-	2.8	2.7	-	3.7	2.9	4.0	6.7
$500 OR MORE	2	0	1	2	0	0	0	0	0
	1.4	-	2.8	5.4	-	-	-	-	-
BASE	139	11	36	37	9	27	34	25	15
MEAN	164.2	134.55	187.7	212.1	151.44	152.19	157.32	145.80	160.27
STD. DEV.	139.9	75.94	189.8	182.1	68.14	188.75	79.53	77.93	90.03
STD. ERR.	11.86	22.90	31.64	29.93	22.71	36.32	13.64	15.59	23.25
SIGMA	138	11	35	37	9	26	34	25	15
	99.3	100.0	97.2	99.9	99.9	96.3	100.0	100.0	100.1

*=LESS THAN .5%

HEALTH CARE REFORM

Q.58- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO PART-TIME WORKERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	13	2	6	2	2	1	4	2	1
TOTAL ANSWERING	245	21	62	61	16	54	51	41	32
YES	11	1	3	5	1	4	2	0	3
	4.5	4.8	4.8	8.2	6.3	7.4	3.9	-	9.4
NO	234	20	59	56	15	50	49	41	29
	95.5	95.2	95.2	91.8	93.8	92.6	96.1	100.0	90.6
SIGMA	245	21	62	61	16	54	51	41	32
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM

Q 59- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO RETIRED WORKERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	14	2	4	4	2	1	6	2	2
TOTAL ANSWERING	244	21	64	59	16	54	49	41	31
YES	54	4	18	10	5	8	10	8	6
	22.1	19.0	28.1	16.9	31.3	14.8	20.4	19.5	19.4
NO	190	17	46	49	11	46	39	33	25
	77.9	81.0	71.9	83.1	68.8	85.2	79.6	80.5	80.6
SIGMA	244	21	64	59	16	54	49	41	31
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

HEALTH CARE REFORM

Q.60- LOWEST PERCENTAGE OF CONTRIBUTION FOR PERSONAL COVERAGE REQUIRED OF THE EMPLOYEE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	184	17	51	41	14	39	38	32	25
TOTAL ANSWERING	74	6	17	22	4	16	17	11	8
0%	20 27.0	2 33.3	6 35.3	7 31.8	1 25.0	3 18.8	5 29.4	1 9.1	3 37.5
1-4%	2 2.7	1 16.7	1 5.9	0 -	0 -	1 6.3	2 11.8	2 18.2	1 12.5
5-9%	6 8.1	0 -	2 11.8	2 9.1	0 -	1 6.3	1 5.9	1 9.1	0 -
10-14%	11 14.9	1 16.7	2 11.8	2 9.1	0 -	1 6.3	2 11.8	2 18.2	2 25.0
15-19%	9 12.2	0 -	3 17.6	4 18.2	1 25.0	1 6.3	1 5.9	2 18.2	1 12.5
20-29%	15 20.3	1 16.7	1 5.9	4 18.2	1 25.0	4 25.0	4 23.5	2 18.2	1 12.5
30-39%	4 5.4	0 -	1 5.9	1 4.5	0 -	2 12.5	0 -	0 -	0 -
40-49%	2 2.7	0 -	0 -	0 -	1 25.0	1 6.3	1 5.9	0 -	0 -
50-59%	2 2.7	0 -	1 5.9	1 4.5	0 -	2 12.5	0 -	0 -	0 -
80-89%	1 1.4	0 -	0 -	1 4.5	0 -	0 -	0 -	0 -	0 -
90-99%	1 1.4	1 16.7	0 -	0 -	0 -	0 -	0 -	1 9.1	0 -
100%	1 1.4	0 -	0 -	0 -	0 -	0 -	1 5.9	0 -	0 -
BASE	74	6	17	22	4	16	17	11	8

*=LESS THAN .5%

HEALTH CARE REFORM

Q.60- LOWEST PERCENTAGE OF CONTRIBUTION FOR PERSONAL COVERAGE REQUIRED OF THE EMPLOYEE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	74	6	17	22	4	16	17	11	8
MEAN	16.07	21.17	11.06	15.05	20.00	20.06	15.94	18.18	7.13
STD. DEV.	19.98	36.99	13.86	19.02	16.83	17.02	24.79	26.70	7.77
STD. ERR.	2.32	15.10	3.36	4.06	8.42	4.26	6.01	8.05	2.75
SIGMA	74	6	17	22	4	16	17	11	8
	100.2	100.1	100.1	99.9	100.0	100.3	100.1	100.1	100.0

HEALTH CARE REFORM

Q 60- LOWEST PERCENTAGE OF CONTRIBUTION FOR DEPENDENT COVERAGE REQUIRED OF THE EMPLOYEE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	177	16	50	41	13	42	35	27	25
TOTAL ANSWERING	81	7	18	22	5	13	20	16	8
0%	7	1	3	1	1	1	3	0	1
	8.6	14.3	16.7	4.5	20.0	7.7	15.0	-	12.5
1-4%	2	0	0	0	0	0	1	1	1
	2.5	-	-	-	-	-	5.0	6.3	12.5
5-9%	10	2	4	3	0	2	3	4	1
	12.3	28.6	22.2	13.6	-	15.4	15.0	25.0	12.5
10-14%	7	0	1	3	0	1	3	2	1
	8.6	-	5.6	13.6	-	7.7	15.0	12.5	12.5
15-19%	11	0	3	3	1	0	0	2	2
	13.6	-	16.7	13.6	20.0	-	-	12.5	25.0
20-29%	15	0	1	3	0	3	8	1	1
	18.5	-	5.6	13.6	-	23.1	40.0	6.3	12.5
30-39%	5	0	0	3	0	1	1	1	0
	6.2	-	-	13.6	-	7.7	5.0	6.3	-
40-49%	1	0	0	0	1	1	0	0	0
	1.2	-	-	-	20.0	7.7	-	-	-
50-59%	7	0	3	2	1	1	1	1	0
	8.6	-	16.7	9.1	20.0	7.7	5.0	6.3	-
60-69%	1	0	0	0	0	0	0	1	0
	1.2	-	-	-	-	-	-	6.3	-
80-89%	1	0	0	1	0	0	0	0	0
	1.2	-	-	4.5	-	-	-	-	-
100%	14	4	3	3	1	3	0	3	1
	17.3	57.1	16.7	13.6	20.0	23.1	-	18.8	12.5
BASE	81	7	18	22	5	13	20	16	8

*=LESS THAN 5%

HEALTH CARE REFORM
Q.60- LOWEST PERCENTAGE OF CONTRIBUTION FOR DEPENDENT COVERAGE REQUIRED OF THE EMPLOYEE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	81	7	18	22	5	13	20	16	8
MEAN	33.69	58.57	31.11	33.23	41.00	39.08	15.60	34.63	21.25
STD. DEV.	34.36	51.70	35.84	32.65	38.47	37.40	13.81	36.86	32.73
STD. ERR.	3.82	19.54	8.45	6.96	17.20	10.37	3.09	9.22	11.57
SIGMA	81	7	18	22	5	13	20	16	8
	99.8	100.0	100.2	99.7	100.0	100.1	100.0	100.3	100.0

HEALTH CARE REFORM
Q 61- COMPANY'S HEALTH CARE COSTS EXPERIENCE IN THE LAST 12 MONTHS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	44	6	12	6	5	9	10	6	9
TOTAL ANSWERING	214	17	56	57	13	46	45	37	24
INCREASE	150	10	36	35	9	29	35	25	14
	70.1	58.8	64.3	61.4	69.2	63.0	77.8	67.6	58.3
DECREASE	14	3	4	4	0	2	3	7	2
	6.5	17.6	7.1	7.0	-	4.3	6.7	18.9	8.3
STAYED THE SAME	50	4	16	18	4	15	7	5	8
	23.4	23.5	28.6	31.6	30.8	32.6	15.6	13.5	33.3
SIGMA	214	17	56	57	13	46	45	37	24
	100.0	99.9	100.0	100.0	100.0	99.9	100.1	100.0	99.9

*=LESS THAN .5%

TABLE 112

HEALTH CARE REFORM

Q.61- PERCENTAGE OF INCREASE COMPANY EXPERIENCED IN HEALTH CARE COSTS IN THE LAST 12 MONTHS

BASE: COMPANY'S HEALTH CARE COSTS HAVE INCREASED IN THE LAST 12 MONTHS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	150	10	36	35	9	29	35	25	14
TOTAL ANSWERING	150	10	36	35	9	29	35	25	14
1-4%	6	0	2	1	0	0	3	0	0
	4.0	-	5.6	2.9	-	-	8.6	-	-
5-9%	31	2	6	8	1	7	4	8	3
	20.7	20.0	16.7	22.9	11.1	24.1	11.4	32.0	21.4
10-14%	58	3	15	16	3	12	12	8	6
	38.7	30.0	41.7	45.7	33.3	41.4	34.3	32.0	42.9
15-19%	24	3	3	3	2	5	8	5	3
	16.0	30.0	8.3	8.6	22.2	17.2	22.9	20.0	21.4
20-29%	27	1	8	6	3	4	8	4	2
	18.0	10.0	22.2	17.1	33.3	13.8	22.9	16.0	14.3
30-39%	1	0	1	0	0	0	0	0	0
	.7	-	2.8	-	-	-	-	-	-
40-49%	3	1	1	1	0	1	0	0	0
	2.0	10.0	2.8	2.9	-	3.4	-	-	-
BASE	150	10	36	35	9	29	35	25	14
MEAN	13.18	15.90	14.06	12.69	14.56	13.28	13.37	11.92	11.93
STD. DEV.	6.99	9.71	8.12	7.56	4.82	6.92	5.94	5.60	4.41
STD. ERR.	.57	3.07	1.35	1.28	1.61	1.28	1.00	1.12	1.18
SIGMA	150	10	36	35	9	29	35	25	14
	100.1	100.0	100.1	100.1	99.9	99.9	100.1	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM
Q.61- PERCENTAGE OF DECREASE COMPANY EXPERIENCED IN HEALTH CARE COSTS IN THE LAST 12 MONTHS

BASE: COMPANY'S HEALTH CARE COSTS HAVE DECREASED IN THE LAST 12 MONTHS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	14	3	4	4	0	2	3	7	2
TOTAL ANSWERING	14	3	4	4	0	2	3	7	2
1-4%	3	2	1	2	0	0	1	0	1
	21.4	66.7	25.0	50.0	-	-	33.3	-	50.0
5-9%	6	0	2	1	0	1	2	5	0
	42.9	-	50.0	25.0	-	50.0	66.7	71.4	-
10-14%	1	0	0	0	0	0	0	1	1
	7.1	-	-	-	-	-	-	14.3	50.0
15-19%	2	1	1	1	0	0	0	0	0
	14.3	33.3	25.0	25.0	-	-	-	-	-
20-29%	1	0	0	0	0	0	0	1	0
	7.1	-	-	-	-	-	-	14.3	-
40-49%	1	0	0	0	0	1	0	0	0
	7.1	-	-	-	-	50.0	-	-	-
BASE	14	3	4	4	0	2	3	7	2
MEAN	10.64	6.67	7.00	6.25	.00	22.50	5.00	9.14	5.50
STD. DEV.	10.79	7.37	5.89	8.06	.00	24.75	1.00	7.20	6.36
STD. ERR	2.88	4.26	2.94	4.03	.00	17.50	.58	2.72	4.50
SIGMA	14	3	4	4	0	2	3	7	2
	99.9	100.0	100.0	100.0	-	100.0	100.0	100.0	100.0

**LESS THAN .5%

HEALTH CARE REFORM

Q 62- LAST TIME CHANGED THE INSURER/PROVIDER OF YOUR HEALTH CARE COVERAGE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	103	7	23	25	11	25	21	22	17
TOTAL ANSWERING	155	16	45	38	7	30	34	21	16
LESS THAN 12 MONTHS AGO	53	5	19	14	2	11	13	9	5
	34.2	31.3	42.2	36.8	28.6	36.7	38.2	42.9	31.3
LESS THAN 18 MONTHS AGO	32	4	6	4	2	6	8	4	1
	20.6	25.0	13.3	10.5	28.6	20.0	23.5	19.0	6.3
LESS THAN 24 MONTHS AGO	70	7	20	20	3	13	13	8	10
	45.2	43.8	44.4	52.6	42.9	43.3	38.2	38.1	62.5
SIGMA	155	16	45	38	7	30	34	21	16
	100.0	100.1	99.9	99.9	100.1	100.0	99.9	100.0	100.1

*=LESS THAN .5%

HEALTH CARE REFORM

Q 63- WHETHER COMPANY HAS BEEN UNABLE TO CHANGE INSURERS OR GET COVERAGE BECAUSE OF THE MEDICAL HISTORY OF ONE OR MORE OF YOUR EMPLOYEES OR EMPLOYEES' DEPENDENTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	33	6	8	6	4	7	6	3	8
TOTAL ANSWERING	225	17	60	57	14	48	49	40	25
YES	33	1	7	12	0	6	8	7	0
	14.7	5.9	11.7	21.1	-	12.5	16.3	17.5	-
NO	192	16	53	45	14	42	41	33	25
	85.3	94.1	88.3	78.9	100.0	87.5	83.7	82.5	100.0
SIGMA	225	17	60	57	14	48	49	40	25
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

HEALTH CARE REFORM

Q 64- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	52	7	10	10	3	14	11	13	9
TOTAL ANSWERING	206	16	58	53	15	41	44	30	24
EMPLOYEE									
0%	6 2.9	0 -	4 6.9	1 1.9	2 13.3	2 4.9	1 2.3	0 -	1 4.2
1-4%	2 1.0	0 -	0 -	0 -	0 -	0 -	2 4.5	0 -	0 -
5-9%	2 1.0	1 6.3	0 -	0 -	0 -	1 2.4	0 -	0 -	0 -
10-14%	3 1.5	1 6.3	0 -	2 3.8	0 -	0 -	1 2.3	0 -	0 -
15-19%	1 .5	0 -	0 -	1 1.9	0 -	0 -	0 -	0 -	0 -
20-29%	13 6.3	0 -	3 5.2	5 9.4	0 -	2 4.9	3 6.8	2 6.7	0 -
30-39%	8 3.9	0 -	1 1.7	2 3.8	0 -	2 4.9	2 4.5	2 6.7	0 -
50-59%	24 11.7	1 6.3	6 10.3	5 9.4	1 6.7	4 9.8	4 9.1	3 10.0	2 8.3
60-69%	5 2.4	0 -	1 1.7	1 1.9	1 6.7	2 4.9	1 2.3	0 -	0 -
70-79%	26 12.6	1 6.3	11 19.0	4 7.5	2 13.3	7 17.1	4 9.1	6 20.0	5 20.8
80-89%	55 26.7	4 25.0	14 24.1	19 35.8	5 33.3	8 19.5	11 25.0	5 16.7	6 25.0

**=LESS THAN .5%

HEALTH CARE REFORM
Q.64- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "EMPLOYEE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	206	16	58	53	15	41	44	30	24
90-99%	12	0	4	2	0	2	2	2	2
	5.8	-	6.9	3.8	-	4.9	4.5	6.7	8.3
100%	49	8	14	11	4	11	13	10	8
	23.8	50.0	24.1	20.8	26.7	26.8	29.5	33.3	33.3
BASE	206	16	58	53	15	41	44	30	24
MEAN	70.00	78.44	71.69	68.17	71.00	70.07	69.77	76.17	80.63
STD. DEV.	28.72	31.29	28.62	29.37	32.25	29.57	32.12	24.80	22.76
STD. ERR.	2.00	7.82	3.76	4.03	8.33	4.62	4.84	4.53	4.65
SIGMA	206	16	58	53	15	41	44	30	24
	100.1	100.2	99.9	100.0	100.0	100.1	99.9	100.1	99.9

*=LESS THAN 5%

HEALTH CARE REFORM
Q.64- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	68	10	14	12	5	17	15	14	10
TOTAL ANSWERING	190	13	54	51	13	38	40	29	23
FAMILY									
0%	21 11.1	2 15.4	4 7.4	7 13.7	2 15.4	7 18.4	2 5.0	4 13.8	4 17.4
1-4%	2 1.1	0 -	0 -	0 -	0 -	0 -	2 5.0	0 -	0 -
5-9%	1 .5	0 -	0 -	0 -	0 -	1 2.6	0 -	0 -	0 -
10-14%	2 1.1	0 -	0 -	2 3.9	0 -	0 -	0 -	0 -	0 -
15-19%	1 .5	0 -	0 -	1 2.0	0 -	0 -	0 -	0 -	0 -
20-29%	14 7.4	0 -	5 9.3	3 5.9	1 7.7	1 2.6	4 10.0	2 6.9	0 -
30-39%	6 3.2	0 -	1 1.9	2 3.9	0 -	2 5.3	1 2.5	1 3.4	1 4.3
50-59%	53 27.9	4 30.8	15 27.8	15 29.4	4 30.8	10 26.3	13 32.5	6 20.7	7 30.4
60-69%	12 6.3	0 -	5 9.3	3 5.9	1 7.7	3 7.9	1 2.5	4 13.8	1 4.3
70-79%	19 10.0	2 15.4	8 14.8	4 7.8	2 15.4	3 7.9	4 10.0	6 20.7	3 13.0
80-89%	41 21.6	3 23.1	13 24.1	11 21.6	3 23.1	7 18.4	11 27.5	2 6.9	5 21.7

*=LESS THAN .5%

HEALTH CARE REFORM
Q.64- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR: "FAMILY"

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	190	13	54	51	13	38	40	29	23
90-99%	7	0	1	1	0	1	1	2	1
	3.7	-	1.9	2.0	-	2.6	2.5	6.9	4.3
100%	11	2	2	2	0	3	1	2	1
	5.8	15.4	3.7	3.9	-	7.9	2.5	6.9	4.3
BASE	190	13	54	51	13	38	40	29	23
MEAN	54.38	60.38	57.83	50.24	51.92	51.26	55.13	55.17	54.57
STD. DEV	29.17	32.05	25.41	29.90	29.19	32.15	27.41	29.81	30.45
STD. ERR.	2.12	8.89	3.46	4.19	8.10	5.22	4.33	5.53	6.35
SIGMA	190	13	54	51	13	38	40	29	23
	100.2	100.1	100.2	100.0	100.1	99.9	100.0	100.0	99.7

*=LESS THAN 5%

BUSINESS REGULATION

Q 65- FOLLOWING AGENCIES WHICH ARE CREATING THE MOST PROBLEMS FOR YOUR BUSINESS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	48	5	14	7	3	10	15	5	9
TOTAL ANSWERING	210	18	54	56	15	45	40	38	24
IRS	91	9	18	29	8	14	14	17	9
	43.3	50.0	33.3	51.8	53.3	31.1	35.0	44.7	37.5
OSHA	105	7	30	25	10	21	19	15	13
	50.0	38.9	55.6	44.6	66.7	46.7	47.5	39.5	54.2
EPA	139	12	32	31	12	33	28	28	18
	66.2	66.7	59.3	55.4	80.0	73.3	70.0	73.7	75.0
TRANSPORTATION	29	1	7	9	2	7	4	8	5
	13.8	5.6	13.0	16.1	13.3	15.6	10.0	21.1	20.8
COMMERCE	22	0	7	6	1	3	6	4	2
	10.5	-	13.0	10.7	6.7	6.7	15.0	10.5	8.3
OTHER	22	3	7	6	2	5	4	4	3
	10.5	16.7	13.0	10.7	13.3	11.1	10.0	10.5	12.5
SIGMA	408	32	101	106	35	83	75	76	50
	194.3	177.9	187.2	189.3	233.3	184.5	187.5	200.0	208.3

**LESS THAN .5%

BUSINESS REGULATION
Q 66- WHETHER YOUR COMPANY HAD BEEN SUBJECTED TO AN AUDIT/INSPECTION IN 1993

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	135	9	35	35	7	31	29	21	19
TOTAL ANSWERING	123	14	33	28	11	24	26	22	14
IRS AUDIT	56	5	16	17	7	9	13	12	4
	45.5	35.7	48.5	60.7	63.6	37.5	50.0	54.5	28.6
OSMA INSPECTION	89	11	25	17	7	19	19	18	12
	72.4	78.6	75.8	60.7	63.6	79.2	73.1	81.8	85.7
EPA INVESTIGATION	63	6	19	11	7	12	12	12	6
	51.2	42.9	57.6	39.3	63.6	50.0	46.2	54.5	42.9
SIGMA	208	22	60	45	21	40	44	42	22
	169.1	157.2	181.9	160.7	190.8	166.7	169.3	190.8	157.2

**=LESS THAN .5%

BUSINESS REGULATION
Q.66- OUTCOME OF IRS AUDIT

BASE: YES, IRS AUDIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	56	5	16	17	7	9	13	12	4
NO ANSWER	1	1	0	0	0	0	0	0	0
TOTAL ANSWERING	55	4	16	17	7	9	13	12	4
FAVORABLE	30	2	10	8	5	5	8	5	2
	54.5	50.0	62.5	47.1	71.4	55.6	61.5	41.7	50.0
FINE/PENALTY ASSESSED	8	0	1	3	0	1	2	1	1
	14.5	-	6.3	17.6	-	11.1	15.4	8.3	25.0
STILL PENDING	17	2	5	6	2	3	3	6	1
	30.9	50.0	31.3	35.3	28.6	33.3	23.1	50.0	25.0
SIGMA	55	4	16	17	7	9	13	12	4
	99.9	100.0	100.1	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

BUSINESS REGULATION
Q.66- OUTCOME OF OSHA INSPECTION

BASE: YES. OSHA INSPECTION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	89	11	25	17	7	19	19	18	12
NO ANSWER	4	1	2	1	0	0	0	0	0
TOTAL ANSWERING	85	10	23	16	7	19	19	18	12
FAVORABLE	55	6	16	9	5	12	10	12	10
	64.7	60.0	69.6	56.3	71.4	63.2	52.6	66.7	83.3
FINE/PENALTY ASSESSED	24	3	7	5	2	5	8	5	2
	28.2	30.0	30.4	31.3	28.6	26.3	42.1	27.8	16.7
STILL PENDING	6	1	0	2	0	2	1	1	0
	7.1	10.0	-	12.5	-	10.5	5.3	5.6	-
SIGMA	85	10	23	16	7	19	19	18	12
	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.1	100.0

*=LESS THAN .5%

BUSINESS REGULATION
Q 66- OUTCOME OF EPA INSPECTION

BASE: YES, EPA INVESTIGATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	63	6	19	11	7	12	12	12	6
NO ANSWER	3	1	1	0	1	0	0	0	0
TOTAL ANSWERING	60	5	18	11	6	12	12	12	6
FAVORABLE	37 61.7	2 40.0	8 44.4	10 90.9	4 66.7	5 41.7	9 75.0	6 50.0	4 66.7
FINE/PENALTY ASSESSED	7 11.7	2 40.0	6 33.3	0 -	0 -	2 16.7	2 16.7	2 16.7	1 16.7
STILL PENDING	16 26.7	1 20.0	4 22.2	1 9.1	2 33.3	5 41.7	1 8.3	4 33.3	1 16.7
SIGMA	60 100.1	5 100.0	18 99.9	11 100.0	6 100.0	12 100.1	12 100.0	12 100.0	6 100.1

*=LESS THAN 5%

ADA COMPLIANCE

Q 67- WHETHER COMPANY HAS REVISED ITS INTERVIEW PROCEDURES TO COMPLY WITH THE AMERICANS WITH DISABILITIES ACT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	15	3	3	2	1	5	5	1	2
TOTAL ANSWERING	243	20	65	61	17	50	50	42	31
YES	157 64.6	13 65.0	40 61.5	39 63.9	11 64.7	26 52.0	37 74.0	31 73.8	15 48.4
NO	86 35.4	7 35.0	25 38.5	22 36.1	6 35.3	24 48.0	13 26.0	11 26.2	16 51.6
SIGMA	243 100.0	20 100.0	65 100.0	61 100.0	17 100.0	50 100.0	50 100.0	42 100.0	31 100.0

*=LESS THAN 5%

ADA COMPLIANCE

Q.67- WHETHER COMPANY HAS REWRITTEN ITS JOB DESCRIPTIONS TO COMPLY WITH THE AMERICANS WITH DISABILITIES ACT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	17	4	3	2	2	6	5	1	2
TOTAL ANSWERING	241	19	65	61	16	49	50	42	31
YES	99	9	24	21	7	17	26	17	10
	41.1	47.4	36.9	34.4	43.8	34.7	52.0	40.5	32.3
NO	142	10	41	40	9	32	24	25	21
	58.9	52.6	63.1	65.6	56.3	65.3	48.0	59.5	67.7
SIGMA	241	19	65	61	16	49	50	42	31
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

ADA COMPLIANCE

Q 60- WHETHER ANY JOB APPLICANT HAS REQUESTED A REASONABLE ACCOMMODATION DURING A JOB INTERVIEW

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	22	6	5	3	2	6	5	2	2
TOTAL ANSWERING	236	17	63	60	16	49	50	41	31
YES	23	0	8	3	1	2	7	3	1
	9.7	-	12.7	5.0	6.3	4.1	14.0	7.3	3.2
NO	213	17	55	57	15	47	43	38	30
	90.3	100.0	87.3	95.0	93.8	95.9	86.0	92.7	96.8
SIGMA	236	17	63	60	16	49	50	41	31
	100.0	100.0	100.0	100.0	100.1	100.0	100.0	100.0	100.0

**LESS THAN .5%

ADA COMPLIANCE
Q.69- WHETHER ANY EMPLOYEE HAS REQUESTED A REASONABLE ACCOMMODATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	19	6	4	1	2	6	5	2	2
TOTAL ANSWERING	239	17	64	62	16	49	50	41	31
YES	48	1	11	12	2	2	13	11	5
	20.1	5.9	17.2	19.4	12.5	4.1	26.0	26.8	16.1
NO	191	16	53	50	14	47	37	30	26
	79.9	94.1	82.8	80.6	87.5	95.9	74.0	73.2	83.9
SIGMA	239	17	64	62	16	49	50	41	31
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

TABLE 127

ADA COMPLIANCE

Q 70- WHETHER ANY JOB APPLICANT OR EMPLOYEE FILED A CLAIM AGAINST THE COMPANY BASED ON DISCRIMINATION UNDER THE ADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	13	4	3	1	2	5	4	1	1
TOTAL ANSWERING	245	19	65	62	16	50	51	42	32
YES	9	0	2	2	0	2	2	1	2
	3.7	-	3.1	3.2	-	4.0	3.9	2.4	6.3
NO	236	19	63	60	16	48	49	41	30
	96.3	100.0	96.9	96.8	100.0	96.0	96.1	97.6	93.8
SIGMA	245	19	65	62	16	50	51	42	32
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.1

*=LESS THAN .5%

ADA COMPLIANCE

Q.71- COST OF ANY REASONABLE ACCOMMODATIONS OR ALTERNATIONS TO FACILITIES TO COMPLY WITH THE ADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	212	20	59	52	17	47	42	33	28
TOTAL ANSWERING	46	3	9	11	1	8	13	10	5
$100	1	0	0	0	0	0	0	0	0
	2.2	-	-	-	-	-	-	-	-
$200	3	0	1	0	0	0	1	1	0
	6.5	-	11.1	-	-	-	7.7	10.0	-
$300	1	0	1	0	0	0	0	0	0
	2.2	-	11.1	-	-	-	-	-	-
$500	1	0	0	1	0	0	0	0	0
	2.2	-	-	9.1	-	-	-	-	-
$800	1	0	1	0	0	0	0	0	0
	2.2	-	11.1	-	-	-	-	-	-
$900	1	0	0	1	0	0	0	0	0
	2.2	-	-	9.1	-	-	-	-	-
$1.000	2	0	0	2	0	1	0	0	1
	4.3	-	-	18.2	-	12.5	-	-	20.0
$1.500	1	0	0	0	0	0	0	1	1
	2.2	-	-	-	-	-	-	10.0	20.0
$2.500	1	0	0	0	0	0	1	0	0
	2.2	-	-	-	-	-	7.7	-	-
$3.000	2	1	0	0	0	0	1	0	0
	4.3	33.3	-	-	-	-	7.7	-	-
$4.000	2	0	0	1	0	0	2	0	0
	4.3	-	-	9.1	-	-	15.4	-	-
$5.000	4	0	0	1	0	1	1	1	1
	8.7	-	-	9.1	-	12.5	7.7	10.0	20.0
$8.000	1	0	0	1	0	1	0	0	1
	2.2	-	-	9.1	-	12.5	-	-	20.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN 5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS

TABLE 128/2

ADA COMPLIANCE

Q.71- COST OF ANY REASONABLE ACCOMMODATIONS OR ALTERNATIONS TO FACILITIES TO COMPLY WITH THE ADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	46	3	9	11	1	8	13	10	5
$10.000	1 2.2	1 33.3	1 11.1	0 -	0 -	0 -	0 -	0 -	0 -
$15.000	5 10.9	1 33.3	0 -	0 -	0 -	2 25.0	2 15.4	1 10.0	1 20.0
$18,000	1 2.2	0 -	0 -	0 -	0 -	1 12.5	0 -	0 -	0 -
$20.000	5 10.9	0 -	2 22.2	1 9.1	0 -	0 -	1 7.7	1 10.0	0 -
$25.000	3 6.5	0 -	0 -	0 -	0 -	0 -	1 7.7	2 20.0	0 -
$35.000	1 2.2	0 -	0 -	0 -	0 -	0 -	1 7.7	0 -	0 -
$50.000	3 6.5	0 -	1 11.1	2 18.2	0 -	2 25.0	1 7.7	1 10.0	0 -
$57,000	1 2.2	0 -	1 11.1	0 -	0 -	0 -	0 -	0 -	0 -
$100,000	2 4.3	0 -	0 -	1 9.1	1 100.0	0 -	1 7.7	0 -	0 -
$200.000	1 2.2	0 -	0 -	0 -	0 -	0 -	0 -	1 10.0	0 -
$300.000	1 2.2	0 -	1 11.1	0 -	0 -	0 -	0 -	0 -	0 -
BASE	46	3	9	11	1	8	13	10	5
MEAN IN THOUSANDS	28.24	9.33	50.92	21.85	100.00	20.25	21.44	36.97	6.10
STD. DEV.	54.10	6.03	95.73	32.02	.00	19.21	27.83	59.18	5.73
STD. ERR.	7.98	3.48	31.91	9.66	.00	6.79	7.72	18.71	2.56

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ADA COMPLIANCE

Q 71- COST OF ANY REASONABLE ACCOMMODATIONS OR ALTERNATIONS TO FACILITIES TO COMPLY WITH THE ADA

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	46	3	9	11	1	8	13	10	5
SIGMA	45 98.0	3 99.9	9 99.9	11 100.1	1 100.0	8 100.0	13 100.1	9 90.0	5 100.0

*=LESS THAN .5%

PUBLIC POLICY
Q.72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
NO GROWTH ECONOMY

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	155	12	38	39	12	31	33	27	19
TOTAL ANSWERING	103	11	30	24	6	24	22	16	14
MOST IMPORTANT (1)	41	6	13	11	3	9	6	7	7
	39.8	54.5	43.3	45.8	50.0	37.5	27.3	43.8	50.0
(2)	30	3	8	6	1	8	8	4	5
	29.1	27.3	26.7	25.0	16.7	33.3	36.4	25.0	35.7
(3)	15	2	4	3	0	3	4	1	0
	14.6	18.2	13.3	12.5	-	12.5	18.2	6.3	-
(4)	3	0	1	2	0	2	1	1	0
	2.9	-	3.3	8.3	-	8.3	4.5	6.3	-
(6)	1	0	1	0	1	0	0	0	0
	1.0	-	3.3	-	16.7	-	-	-	-
MENTIONED (NOT RANKED)	13	0	3	2	1	2	3	3	2
	12.6	-	10.0	8.3	16.7	8.3	13.6	18.8	14.3
BASE	90	11	27	22	5	22	19	13	12
MEAN	1.82	1.64	1.89	1.82	2.20	1.91	2.00	1.69	1.42
STD. DEV.	.95	.81	1.19	1.01	2.17	.97	.88	.95	.51
STD. ERR.	.10	.24	.23	.21	.97	.21	.20	.26	.15
SIGMA	103	11	30	24	6	24	22	16	14
	100.0	100.0	99.9	99.9	100.1	99.9	100.0	100.2	100.0

*=LESS THAN .5%

PUBLIC POLICY
Q 72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW: FEDERAL BUDGET DEFICIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	59	6	18	12	6	13	12	6	7
TOTAL ANSWERING	199	17	50	51	12	42	43	37	26
MOST IMPORTANT (1)	120	9	29	31	9	27	24	27	14
	60.3	52.9	58.0	60.8	75.0	64.3	55.8	73.0	53.8
(2)	36	2	9	10	1	7	9	5	2
	18.1	11.8	18.0	19.6	8.3	16.7	20.9	13.5	7.7
(3)	27	6	8	7	1	6	7	2	7
	13.6	35.3	16.0	13.7	8.3	14.3	16.3	5.4	26.9
MENTIONED (NOT RANKED)	16	0	4	3	1	2	3	3	3
	8.0	-	8.0	5.9	8.3	4.8	7.0	8.1	11.5
BASE	183	17	46	48	11	40	40	34	23
MEAN	1.49	1.82	1.54	1.50	1.27	1.48	1.58	1.26	1.70
STD. DEV.	.74	.95	.78	.74	.65	.75	.78	.57	.93
STD. ERR.	.05	.23	.12	.11	.19	.12	.12	.10	.19
SIGMA	199	17	50	51	12	42	43	37	26
	100.0	100.0	100.0	100.0	99.9	100.1	100.0	100.0	99.9

**LESS THAN .5%

PUBLIC POLICY
Q 72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
PERSONAL SECURITY (VIOLENCE)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	131	11	35	32	10	25	25	25	19
TOTAL ANSWERING	127	12	33	31	8	30	30	18	14
MOST IMPORTANT (1)	26 20.5	3 25.0	9 27.3	3 9.7	0 -	8 26.7	8 26.7	2 11.1	3 21.4
(2)	42 33.1	4 33.3	10 30.3	14 45.2	4 50.0	11 36.7	9 30.0	9 50.0	7 50.0
(3)	44 34.6	5 41.7	10 30.3	11 35.5	2 25.0	9 30.0	10 33.3	5 27.8	1 7.1
(4)	1 .8	0 -	1 3.0	0 -	1 12.5	0 -	0 -	0 -	0 -
(7)	1 .8	0 -	0 -	0 -	0 -	0 -	1 3.3	0 -	0 -
MENTIONED (NOT RANKED)	13 10.2	0 -	3 9.1	3 9.7	1 12.5	2 6.7	2 6.7	2 11.1	3 21.4
BASE	114	12	30	28	7	28	28	16	11
MEAN	2.22	2.17	2.10	2.29	2.57	2.04	2.25	2.19	1.82
STD. DEV.	.91	.83	.88	.66	.79	.79	1.24	.66	.60
STD. ERR.	.09	.24	.16	.12	.30	.15	.23	.16	.18
SIGMA	127	12	33	31	8	30	30	18	14
	100.0	100.0	100.0	100.1	100.0	100.1	100.0	100.0	99.9

PUBLIC POLICY
Q.72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW: HEALTH CARE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	126	13	36	27	9	29	26	26	14
TOTAL ANSWERING	132	10	32	36	9	26	29	17	19
MOST IMPORTANT (1)	21	2	4	6	1	4	4	2	2
	15.9	20.0	12.5	16.7	11.1	15.4	13.8	11.8	10.5
(2)	47	5	9	13	2	9	10	3	6
	35.6	50.0	28.1	36.1	22.2	34.6	34.5	17.6	31.6
(3)	47	3	14	12	5	10	11	9	8
	35.6	30.0	43.8	33.3	55.6	38.5	37.9	52.9	42.1
(4)	1	0	0	0	0	0	1	0	0
	.8	-	-	-	-	-	3.4	-	-
(5)	3	0	1	2	0	2	1	1	0
	2.3	-	3.1	5.6	-	7.7	3.4	5.9	-
MENTIONED (NOT RANKED)	13	0	4	3	1	1	2	2	3
	9.8	-	12.5	8.3	11.1	3.8	6.9	11.8	15.8
BASE	119	10	28	33	8	25	27	15	16
MEAN	2.31	2.10	2.46	2.36	2.50	2.48	2.44	2.67	2.38
STD. DEV.	.86	.74	.88	.99	.76	1.05	.93	.98	.72
STD. ERR.	.08	.23	.17	.17	.27	.21	.18	.25	.18
SIGMA	132	10	32	36	9	26	29	17	19
	100.0	100.0	100.0	100.0	100.0	100.0	99.9	100.0	100.0

*=LESS THAN .5%

PUBLIC POLICY
Q.72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
UNEMPLOYMENT

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	200	19	47	50	14	44	42	31	26
TOTAL ANSWERING	58	4	21	13	4	11	13	12	7
MOST IMPORTANT (1)	3	0	1	2	0	0	0	0	1
	5.2	-	4.8	15.4	-	-	-	-	14.3
(2)	25	1	8	5	1	4	6	6	3
	43.1	25.0	38.1	38.5	25.0	36.4	46.2	50.0	42.9
(3)	16	3	7	3	1	4	3	3	1
	27.6	75.0	33.3	23.1	25.0	36.4	23.1	25.0	14.3
(5)	1	0	0	0	0	0	1	0	0
	1.7	-	-	-	-	-	7.7	-	-
(6)	1	0	1	1	0	1	1	1	0
	1.7	-	4.8	7.7	-	9.1	7.7	8.3	-
(7)	1	0	1	0	1	0	0	0	0
	1.7	-	4.8	-	25.0	-	-	-	-
LEAST IMPORTANT (8)	1	0	0	0	0	1	0	0	0
	1.7	-	-	-	-	9.1	-	-	-
MENTIONED (NOT RANKED)	10	0	3	2	1	1	2	2	2
	17.2	-	14.3	15.4	25.0	9.1	15.4	16.7	28.6
BASE	48	4	18	11	3	10	11	10	5
MEAN	2.65	2.75	2.83	2.45	4.00	3.40	2.91	2.70	2.00
STD. DEV.	1.34	.50	1.47	1.37	2.65	2.01	1.38	1.25	.71
STD. ERR.	.19	.25	.35	.41	1.53	.64	.41	.40	.32
SIGMA	58	4	21	13	4	11	13	12	7
	99.9	100.0	100.1	100.1	100.0	100.1	100.1	100.0	100.1

*=LESS THAN .5%

PUBLIC POLICY
Q.72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW: INTERNATIONAL CONFLICTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	235	23	62	58	14	51	50	35	30
TOTAL ANSWERING	23	0	6	5	4	4	5	8	3
(2)	2	0	0	1	0	0	0	2	0
	8.7	-	-	20.0	-	-	-	25.0	-
(3)	6	0	1	0	2	1	1	3	1
	26.1	-	16.7	-	50.0	25.0	20.0	37.5	33.3
(6)	2	0	0	0	0	1	1	0	0
	8.7	-	-	-	-	25.0	20.0	-	-
(7)	1	0	1	1	0	1	1	1	0
	4.3	-	16.7	20.0	-	25.0	20.0	12.5	-
LEAST IMPORTANT (8)	2	0	1	1	1	0	0	0	0
	8.7	-	16.7	20.0	25.0	-	-	-	-
MENTIONED (NOT RANKED)	10	0	3	2	1	1	2	2	2
	43.5	-	50.0	40.0	25.0	25.0	40.0	25.0	66.7
BASE	13	0	3	3	3	3	3	6	1
MEAN	4.38	.00	6.00	5.67	4.67	5.33	5.33	3.33	3.00
STD. DEV.	2.26	.00	2.65	3.21	2.89	2.08	2.08	1.86	.00
STD. ERR.	.63	.00	1.53	1.86	1.67	1.20	1.20	.76	.00
SIGMA	23	0	6	5	4	4	5	8	3
	100.0	-	100.1	100.0	100.0	100.0	100.0	100.0	100.0

*=LESS THAN .5%

PUBLIC POLICY
Q.72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW: U.S. TRADE DEFICIT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	191	19	48	46	12	41	44	31	24
TOTAL ANSWERING	67	4	20	17	6	14	11	12	9
MOST IMPORTANT (1)	8	1	2	2	0	1	3	0	0
	11.9	25.0	10.0	11.8	-	7.1	27.3	-	-
(2)	22	2	7	4	4	5	3	6	3
	32.8	50.0	35.0	23.5	66.7	35.7	27.3	50.0	33.3
(3)	22	1	6	7	0	5	1	3	4
	32.8	25.0	30.0	41.2	-	35.7	9.1	25.0	44.4
(5)	1	0	1	0	1	0	0	0	0
	1.5	-	5.0	-	16.7	-	-	-	-
(7)	1	0	0	1	0	0	0	0	0
	1.5	-	-	5.9	-	-	-	-	-
LEAST IMPORTANT (8)	1	0	1	1	0	1	1	1	0
	1.5	-	5.0	5.9	-	7.1	9.1	8.3	-
MENTIONED (NOT RANKED)	12	0	3	2	1	2	3	2	2
	17.9	-	15.0	11.8	16.7	14.3	27.3	16.7	22.2
BASE	55	4	17	15	5	12	8	10	7
MEAN	2.51	2.00	2.76	3.07	2.60	2.83	2.50	2.90	2.57
STD. DEV.	1.26	.82	1.64	1.94	1.34	1.75	2.33	1.85	.53
STD. ERR.	.17	.41	.40	.50	.60	.51	.82	.59	.20
SIGMA	67	4	20	17	6	14	11	12	9
	99.9	100.0	100.0	100.1	100.1	99.9	100.1	100.0	99.9

**=LESS THAN .5%

PUBLIC POLICY
Q 72- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
WELFARE REFORM

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	169	15	44	40	12	37	35	25	22
TOTAL ANSWERING	89	8	24	23	6	18	20	18	11
MOST IMPORTANT (1)	7 7.9	1 12.5	2 8.3	3 13.0	1 16.7	0 -	3 15.0	0 -	1 9.1
(2)	21 23.6	5 62.5	9 37.5	4 17.4	1 16.7	5 27.8	3 15.0	3 16.7	2 18.2
(3)	46 51.7	2 25.0	9 37.5	13 56.5	3 50.0	11 61.1	11 55.0	12 66.7	6 54.5
(6)	1 1.1	0 -	0 -	1 4.3	0 -	0 -	0 -	0 -	0 -
(7)	1 1.1	0 -	0 -	0 -	0 -	1 5.6	0 -	0 -	0 -
LEAST IMPORTANT (8)	1 1.1	0 -	0 -	0 -	0 -	0 -	1 5.0	0 -	0 -
MENTIONED (NOT RANKED)	12 13.5	0 -	4 16.7	2 8.7	1 16.7	1 5.6	2 10.0	3 16.7	2 18.2
BASE	77	8	20	21	5	17	18	15	9
MEAN	2.70	2.13	2.35	2.67	2.40	2.94	2.78	2.80	2.56
STD. DEV.	1.10	.64	.67	1.06	.89	1.14	1.52	.41	.73
STD. ERR.	.13	.23	.15	.23	.40	.28	.36	.11	.24
SIGMA	89 100.0	8 100.0	24 100.0	23 99.9	6 100.1	18 100.1	20 100.0	18 100.1	11 100.0

*=LESS THAN .5%

PUBLIC POLICY
Q 73- WHETHER FAVOR TERM LIMITS ON MEMBERS OF CONGRESS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	256	23	68	63	18	55	55	43	33
NO ANSWER	4	1	3	1	2	2	3	0	0
TOTAL ANSWERING	252	22	65	62	16	53	52	43	33
YES	213	20	54	51	16	48	46	34	29
	84.5	90.9	83.1	82.3	100.0	90.6	88.5	79.1	87.9
NO	39	2	11	11	0	5	6	9	4
	15.5	9.1	16.9	17.7	-	9.4	11.5	20.9	12.1
SIGMA	252	22	65	62	16	53	52	43	33
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

PUBLIC POLICY

Q 74- WHETHER WOULD SUPPORT PUBLIC FINANCING OF CONGRESSIONAL CAMPAIGNS IN RETURN FOR ELIMINATION OF SPECIAL INTEREST POLITICAL ACTION COMMITTEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	17	2	5	2	3	3	5	4	2
TOTAL ANSWERING	241	21	63	61	15	52	50	39	31
YES	150 62.2	11 52.4	35 55.6	31 50.8	8 53.3	39 75.0	39 78.0	25 64.1	17 54.8
NO	91 37.8	10 47.6	28 44.4	30 49.2	7 46.7	13 25.0	11 22.0	14 35.9	14 45.2
SIGMA	241 100.0	21 100.0	63 100.0	61 100.0	15 100.0	52 100.0	50 100.0	39 100.0	31 100.0

**=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"TAX"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	25	2	11	2	4	4	8	2	1
TOTAL ANSWERING	233	21	57	61	14	51	47	41	32
TAX									
MOST IMPORTANT (1)	58	4	17	10	3	8	14	7	10
	24.9	19.0	29.8	16.4	21.4	15.7	29.8	17.1	31.3
(2)	49	4	8	15	5	9	11	9	5
	21.0	19.0	14.0	24.6	35.7	17.6	23.4	22.0	15.6
(3)	38	4	8	15	3	13	5	6	4
	16.3	19.0	14.0	24.6	21.4	25.5	10.6	14.6	12.5
(4)	27	5	9	10	1	7	1	3	2
	11.6	23.8	15.8	16.4	7.1	13.7	2.1	7.3	6.3
(5)	21	1	3	3	1	5	8	6	4
	9.0	4.8	5.3	4.9	7.1	9.8	17.0	14.6	12.5
(6)	13	0	4	3	1	2	2	4	1
	5.6	-	7.0	4.9	7.1	3.9	4.3	9.8	3.1
(7)	9	1	4	1	0	1	2	2	1
	3.9	4.8	7.0	1.6	-	2.0	4.3	4.9	3.1
LEAST IMPORTANT (8)	14	2	3	4	0	5	3	3	4
	6.0	9.5	5.3	6.6	-	9.8	6.4	7.3	12.5
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.8	-	-	2.0	2.1	2.4	3.1
BASE	229	21	56	61	14	50	46	40	31
MEAN	3.21	3.43	3.29	3.23	2.64	3.54	3.15	3.68	3.39
STD. DEV.	2.09	2.13	2.21	1.90	1.50	2.08	2.23	2.20	2.47
STD. ERR.	.14	.47	.29	.24	.40	.29	.33	.35	.44

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ISSUE PRIORITY
Q 75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"TAX"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	233	21	57	61	14	51	47	41	32
SIGMA	233 100.0	21 99.9	57 100.0	61 100.0	14 99.8	51 100.0	47 100.0	41 100.0	32 100.0

TABLE 140

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"DEFICIT REDUCTION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	23	2	11	1	4	4	6	2	2
TOTAL ANSWERING	235	21	57	62	14	51	49	41	31
DEFICIT REDUCTION									
MOST IMPORTANT (1)	54	4	14	17	4	16	9	7	7
	23.0	19.0	24.6	27.4	28.6	31.4	18.4	17.1	22.6
(2)	41	3	12	13	3	9	7	6	5
	17.4	14.3	21.1	21.0	21.4	17.6	14.3	14.6	16.1
(3)	32	2	7	7	2	8	7	7	5
	13.6	9.5	12.3	11.3	14.3	15.7	14.3	17.1	16.1
(4)	26	2	2	10	1	2	7	6	4
	11.1	9.5	3.5	16.1	7.1	3.9	14.3	14.6	12.9
(5)	21	2	5	5	2	3	4	3	4
	8.9	9.5	8.8	8.1	14.3	5.9	8.2	7.3	12.9
(6)	30	6	7	5	1	5	7	8	3
	12.8	28.6	12.3	8.1	7.1	9.8	14.3	19.5	9.7
(7)	13	2	3	2	1	5	2	2	2
	5.5	9.5	5.3	3.2	7.1	9.8	4.1	4.9	6.5
LEAST IMPORTANT (8)	14	0	6	3	0	2	5	1	0
	6.0	-	10.5	4.8	-	3.9	10.2	2.4	-
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.8	-	-	2.0	2.0	2.4	3.2
BASE	231	21	56	62	14	50	48	40	30
MEAN	3.57	4.00	3.63	3.18	3.07	3.24	3.92	3.73	3.33
STD. DEV.	2.21	2.17	2.45	2.07	2.02	2.30	2.29	2.03	1.94
STD. ERR.	.15	.47	.33	.26	.54	.33	.33	.32	.35

*=LESS THAN .5%

ISSUE PRIORITY

Q 75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"DEFICIT REDUCTION"

--		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	235	21	57	62	14	51	49	41	31
SIGMA	235 100.0	21 99.9	57 100.2	62 100.0	14 99.9	51 100.0	49 100.1	41 99.9	31 100.0

*=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"ENVIRONMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	34
NO ANSWER	26	2	11	3	4	3	7	3	3
TOTAL ANSWERING	232	21	57	60	14	52	48	40	31
ENVIRONMENT									
MOST IMPORTANT (1)	9 3.9	2 9.5	1 1.8	2 3.3	2 14.3	3 5.8	2 4.2	4 10.0	0 -
(2)	14 6.0	1 4.8	5 8.8	0 -	0 -	1 1.9	3 6.3	4 10.0	3 9.7
(3)	18 7.8	3 14.3	5 8.8	6 10.0	0 -	9 17.3	3 6.3	2 5.0	5 16.1
(4)	24 10.3	2 9.5	6 10.5	6 10.0	2 14.3	3 5.8	5 10.4	5 12.5	3 9.7
(5)	36 15.5	3 14.3	12 21.1	14 23.3	2 14.3	8 15.4	5 10.4	3 7.5	2 6.5
(6)	39 16.8	4 19.0	12 21.1	9 15.0	5 35.7	13 25.0	8 16.7	4 10.0	7 22.6
(7)	45 19.4	4 19.0	8 14.0	9 15.0	1 7.1	9 17.3	11 22.9	8 20.0	4 12.9
LEAST IMPORTANT (8)	43 18.5	2 9.5	7 12.3	14 23.3	2 14.3	5 9.6	10 20.8	9 22.5	6 19.4
MENTIONED (NOT RANKED)	4 1.7	0 -	1 1.8	0 -	0 -	1 1.9	1 2.1	1 2.5	1 3.2
BASE	228	21	56	60	14	51	47	39	30
MEAN	5.53	4.95	5.25	5.72	5.21	5.20	5.68	5.26	5.37
STD. DEV.	2.00	2.16	1.86	1.85	2.15	1.94	2.07	2.45	2.08
STD. ERR.	.13	.47	.25	.24	.58	.27	.30	.39	.38

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
**LESS THAN .5%

ISSUE PRIORITY
Q 7b- ASSIGNMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"ENVIRONMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	232	21	57	62	14	52	48	40	31
SIGMA	232 99.9	21 99.9	57 100.2	62 99.9	14 100.0	52 100.0	48 100.1	40 100.0	31 100.1

ISSUE PRIORITY
Q 75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"INTERNATIONAL TRADE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	28	2	11	4	5	5	6	3	2
TOTAL ANSWERING	230	21	57	59	13	50	49	40	31
INTERNATIONAL TRADE									
MOST IMPORTANT (1)	17 7.4	0 -	4 7.0	7 11.9	0 -	3 6.0	5 10.2	2 5.0	1 3.2
(2)	13 5.7	0 -	5 8.8	3 5.1	0 -	0 -	4 8.2	3 7.5	0 -
(3)	17 7.4	3 14.3	6 10.5	6 10.2	2 15.4	1 2.0	3 6.1	4 10.0	5 16.1
(4)	20 8.7	0 -	6 10.5	4 6.8	0 -	7 14.0	4 8.2	2 5.0	1 3.2
(5)	30 13.0	2 9.5	8 14.0	5 8.5	3 23.1	7 14.0	6 12.2	5 12.5	5 16.1
(6)	33 14.3	4 19.0	9 15.8	11 18.6	1 7.7	7 14.0	9 18.4	3 7.5	5 16.1
(7)	48 20.9	4 19.0	6 10.5	17 28.8	4 30.8	8 16.0	11 22.4	9 22.5	6 19.4
LEAST IMPORTANT (8)	48 20.9	8 38.1	12 21.1	6 10.2	3 23.1	16 32.0	6 12.2	11 27.5	7 22.6
MENTIONED (NOT RANKED)	4 1.7	0 -	1 1.8	0 -	0 -	1 2.0	1 2.0	1 2.5	1 3.2
BASE	226	21	56	59	13	49	48	39	30
MEAN	5.50	6.43	5.14	5.17	6.08	6.02	5.15	5.65	5.77
STD. DEV	2.19	1.75	2.25	2.27	1.75	1.99	2.25	2.27	1.95
STD. ERR	.15	.38	.30	.30	.49	.28	.32	.36	.36

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
**LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"INTERNATIONAL TRADE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	230	21	57	59	13	50	49	40	31
SIGMA	230 100.0	21 99.9	57 100.0	59 100.1	13 100.1	50 100.0	49 99.9	40 100.0	31 99.9

*=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"HEALTH CARE REFORM"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	24	2	10	2	4	3	7	3	2
TOTAL ANSWERING	234	21	58	61	14	52	48	40	31
HEALTH CARE REFORM									
MOST IMPORTANT (1)	29	3	5	9	2	6	6	2	4
	12.4	14.3	8.6	14.8	14.3	11.5	12.5	5.0	12.9
(2)	42	5	10	11	2	12	6	5	8
	17.9	23.8	17.2	18.0	14.3	23.1	12.5	12.5	25.8
(3)	38	1	14	5	2	3	10	6	3
	16.2	4.8	24.1	8.2	14.3	5.8	20.8	15.0	9.7
(4)	29	4	4	9	3	3	7	8	1
	12.4	19.0	6.9	14.8	21.4	5.8	14.6	20.0	3.2
(5)	27	4	7	10	1	11	5	7	6
	11.5	19.0	12.1	16.4	7.1	21.2	10.4	17.5	19.4
(6)	28	3	7	8	0	5	6	2	1
	12.0	14.3	12.1	13.1	-	9.6	12.5	5.0	3.2
(7)	22	1	6	7	1	6	5	5	3
	9.4	4.8	10.3	11.5	7.1	11.5	10.4	12.5	9.7
LEAST IMPORTANT (8)	15	0	4	2	3	5	2	4	4
	6.4	-	6.9	3.3	21.4	9.6	4.2	10.0	12.9
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.7	-	-	1.9	2.1	2.5	3.2
BASE	230	21	57	61	14	51	47	39	30
MEAN	4.00	3.67	4.11	4.02	4.29	4.27	4.00	4.51	4.07
STD. DEV.	2.14	1.88	2.12	2.11	2.55	2.31	2.05	2.04	2.43
STD. ERR.	.14	.41	.28	.27	.68	.32	.30	.33	.44

**=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"HEALTH CARE REFORM"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	234	21	58	61	14	52	48	40	31
SIGMA	234 99.9	21 100.0	58 99.9	61 100.1	14 99.9	52 100.0	48 100.0	40 100.0	31 100.0

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"PRODUCT LIABILITY"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	28	2	11	2	5	4	7	4	3
TOTAL ANSWERING	230	21	57	61	13	51	48	39	30
PRODUCT LIABILITY									
MOST IMPORTANT (1)	25	2	6	8	1	3	6	7	2
	10.9	9.5	10.5	13.1	7.7	5.9	12.5	17.9	6.7
(2)	27	4	5	7	1	6	6	4	1
	11.7	19.0	8.8	11.5	7.7	11.8	12.5	10.3	3.3
(3)	20	2	5	6	1	4	4	3	3
	8.7	9.5	8.8	9.8	7.7	7.8	8.3	7.7	10.0
(4)	39	2	12	11	2	9	7	8	4
	17.0	9.5	21.1	18.0	15.4	17.6	14.6	20.5	13.3
(5)	34	2	5	8	2	8	9	5	4
	14.8	9.5	8.8	13.1	15.4	15.7	18.8	12.8	13.3
(6)	25	2	6	6	2	7	4	2	3
	10.9	9.5	10.5	9.8	15.4	13.7	8.3	5.1	10.0
(7)	36	4	10	10	3	9	6	5	9
	15.7	19.0	17.5	16.4	23.1	17.6	12.5	12.8	30.0
LEAST IMPORTANT (8)	20	3	7	5	1	4	5	4	3
	8.7	14.3	12.3	8.2	7.7	7.8	10.4	10.3	10.0
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.8	-	-	2.0	2.1	2.6	3.3
BASE	226	21	56	61	13	50	47	38	29
MEAN	4.54	4.67	4.75	4.43	5.00	4.80	4.45	4.21	5.31
STD. DEV.	2.17	2.46	2.25	2.22	2.12	2.04	2.24	2.34	2.07
STD. ERR.	.14	.54	.30	.28	.59	.29	.33	.38	.38

ISSUE PRIORITY
Q 75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"PRODUCT LIABILITY"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL ANSWERING	230	21	57	61	13	51	48	30	39
SIGMA	230 100.1	21 99.9	57 100.1	61 99.9	13 100.1	51 99.9	48 100.0	30 100.0	39 99.9

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS TABLE 145

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994
"BUSINESS REGULATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMB-ING/ELEC.	PAINT/SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	26	2	11	3	5	3	6	4	2
TOTAL ANSWERING	232	21	57	60	13	52	49	39	31
BUSINESS REGULATION									
MOST IMPORTANT (1)	36	6	8	7	1	10	6	9	5
	15.5	28.6	14.0	11.7	7.7	19.2	12.2	23.1	16.1
(2)	34	2	10	10	2	13	9	7	8
	14.7	9.5	17.5	16.7	15.4	25.0	18.4	17.9	25.8
(3)	47	5	9	11	3	5	11	9	3
	20.3	23.8	15.8	18.3	23.1	9.6	22.4	23.1	9.7
(4)	35	2	8	10	2	6	8	4	6
	15.1	9.5	14.0	16.7	15.4	11.5	16.3	10.3	19.4
(5)	26	3	9	6	2	5	4	4	4
	11.2	14.3	15.8	10.0	15.4	9.6	8.2	10.3	12.9
(6)	21	1	4	9	1	6	3	2	4
	9.1	4.8	7.0	15.0	7.7	11.5	6.1	5.1	12.9
(7)	19	0	5	6	1	4	3	3	0
	8.2	-	8.8	10.0	7.7	7.7	6.1	7.7	-
LEAST IMPORTANT (8)	10	2	3	1	1	2	4	0	0
	4.3	9.5	5.3	1.7	7.7	3.8	8.2	-	-
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.8	-	-	1.9	2.0	2.6	3.2
BASE	228	21	56	60	13	51	48	38	30
MEAN	3.75	3.33	3.84	3.90	4.08	3.53	3.75	3.13	3.27
STD. DEV.	2.03	2.20	2.08	1.95	2.06	2.16	2.09	1.86	1.70
STD. ERR.	.13	.48	.28	.25	.57	.30	.30	.30	.31

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN 5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"BUSINESS REGULATION"

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	232	21	57	60	13	52	49	39	31
SIGMA	232 100.1	21 100.0	57 100.0	60 100.1	13 100.1	52 99.8	49 99.9	39 100.1	31 100.0

*=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994: "LABOR"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILD-ING MATER-IALS	HARD-WARE	HAND AND POWER TOOLS	AUTO / TOYS AND SPORT	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	27	2	10	3	5	4	7	4	2
TOTAL ANSWERING	231	21	58	60	13	51	48	39	31
LABOR									
MOST IMPORTANT (1)	6	0	2	2	1	2	0	2	2
	2.6	-	3.4	3.3	7.7	3.9	-	5.1	6.5
(2)	12	2	2	2	1	1	2	2	0
	5.2	9.5	3.4	3.3	7.7	2.0	4.2	5.1	-
(3)	22	1	3	5	1	8	5	3	2
	9.5	4.8	5.2	8.3	7.7	15.7	10.4	7.7	6.5
(4)	28	4	9	1	3	13	8	3	9
	12.1	19.0	15.5	1.7	23.1	25.5	16.7	7.7	29.0
(5)	31	4	7	9	0	3	6	5	1
	13.4	19.0	12.1	15.0	-	5.9	12.5	12.8	3.2
(6)	37	1	7	9	2	5	8	13	6
	16.0	4.8	12.1	15.0	15.4	9.8	16.7	33.3	19.4
(7)	34	5	14	8	2	8	7	4	5
	14.7	23.8	24.1	13.3	15.4	15.7	14.6	10.3	16.1
LEAST IMPORTANT (8)	57	4	13	24	3	10	11	6	5
	24.7	19.0	22.4	40.0	23.1	19.6	22.9	15.4	16.1
MENTIONED (NOT RANKED)	4	0	1	0	0	1	1	1	1
	1.7	-	1.7	-	-	2.0	2.1	2.6	3.2
BASE	227	21	57	60	13	50	47	38	30
MEAN	5.63	5.52	5.79	6.20	5.23	5.22	5.66	5.42	5.33
STD. DEV.	2.01	1.97	1.96	2.02	2.39	2.07	1.87	1.95	2.01
STD. ERR.	.13	.43	.26	.26	.66	.29	.27	.32	.37

AMERICAN HARDWARE MANUFACTURERS ASSOCIATION
*=LESS THAN .5%

ISSUE PRIORITY
Q.75- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"LABOR"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./TOYS AND SPORT	LAWN/GARDEN	PLUMBING/ELEC.	PAINT/SUNDRIES	HOUSEWARES
TOTAL ANSWERING	231	21	58	60	13	51	48	39	31
SIGMA	231 99.9	21 99.9	58 99.9	60 99.9	13 100.1	51 100.1	48 100.1	39 100.0	31 100.0

ISSUE PRIORITY
Q.76- RATING EXCELLENCE OF AHMA GOVERNMENT RELATIONS INFORMATION YOU HAVE RECEIVED

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM							
	TOTAL	BUILDING MATERIALS	HARDWARE	HAND AND POWER TOOLS	AUTO./ TOYS AND SPORT	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARES
TOTAL	258	23	68	63	18	55	55	43	33
NO ANSWER	25	2	10	4	2	3	6	5	4
TOTAL ANSWERING	233	21	58	59	16	52	49	38	29
EXCELLENT (5)	66	5	11	16	8	13	19	9	8
	28.3	23.8	19.0	27.1	50.0	25.0	38.8	23.7	27.6
ABOVE AVERAGE (4)	117	13	36	26	6	22	23	19	15
	50.2	61.9	62.1	44.1	37.5	42.3	46.9	50.0	51.7
AVERAGE (3)	43	3	8	13	2	15	6	9	4
	18.5	14.3	13.8	22.0	12.5	28.8	12.2	23.7	13.8
FAIR (2)	6	0	3	4	0	2	0	1	2
	2.6	-	5.2	6.8	-	3.8	-	2.6	6.9
BELOW AVERAGE (1)	1	0	0	0	0	0	1	0	0
	.4	-	-	-	-	-	2.0	-	-
BASE	233	21	58	59	16	52	49	38	29
MEAN	4.03	4.10	3.95	3.92	4.38	3.88	4.20	3.95	4.00
STD. DEV.	.78	.62	.74	.88	.72	.83	.82	.77	.85
STD. ERR.	.05	.14	.10	.11	.18	.12	.12	.12	.16
SIGMA	233	21	58	59	16	52	49	38	29
	100.0	100.0	100.1	100.0	100.0	99.9	99.9	100.0	100.0

*=LESS THAN .5%

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1994 GOVERNMENT RELATIONS SURVEY

ASSOCIATE MEMBERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

TABLE OF CONTENTS

A 1994 AHMA Government Relations Survey Summary for Manufacturers' Representatives

B Survey Summary (Continued)

C Survey Summary (Continued)

D Survey Summary (Continued)

E Survey Summary (Continued)

F Survey Summary (Continued)

TABLE 1 Q.1 - Product line(s) represented

TABLE 2 Q.2 - 1994 forecast for the following economic indices: Inflation

TABLE 3 Q.2 - 1994 forecast for the following economic indices: Unemployment

TABLE 4 Q.2 - 1994 forecast for the following economic indices: Gross National Product

TABLE 5 Q.2 - 1994 forecast for the following economic indices: Prime Interest Rate

TABLE 6 Q.3 - In order to reduce the federal budget deficit would you favor: "Reducing entitlement programs for the affluent"

TABLE 7 Q.3 - In order to reduce the federal budget deficit would you favor: "Phasing out all farm price supports"

TABLE 8 Q.3 - In order to reduce the federal budget deficit would you favor: "Reducing defense spending"

TABLE 9 Q.3 - In order to reduce the federal budget deficit would you favor: "Imposing a consumption tax"

TABLE 10 Q.3 - In order to reduce the federal budget deficit would you favor: "Approving a balanced budget amendment"

TABLE 11 Q.3 - In order to reduce the federal budget deficit would you favor: "Reducing federal discretionary spending"

TABLE 12 Q.3 - In order to reduce the federal budget deficit would you favor: "Approving a line-item-veto"

TABLE 13 Q.4 - Effect imports had on company's sales in 1993

TABLE 14 Q.5A - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Price of imports

TABLE 15 Q.5B - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Value of U.S. dollar

TABLE 16 Q.5C - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Quality of imports

TABLE 17 Q.5D - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Noncompetitive U.S. labor cost

TABLE 18 Q.5E - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Consumer acceptance of imports

TABLE 19 Q.5F - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Unfair foreign trade practices

TABLE 20 Q.5G - Assessment of reasons for import penetration in the domestic consumer hardlines industry: Customers' lack of understanding of total procurement costs (domestic vs. imports)

TABLE 21 Q.6 - Effect U.S.-Mexican Free Trade Agreement will have on sales to Mexico

TABLE 22 Q.6 - Effect U.S.-Mexican Free Trade Agreement will have on domestic sales

TABLE 23 Q.7 - Whether would support or oppose the enactment of a North American Free Trade Agreement

TABLE 24 Q.8 - Whether believe that the current health care system can be fixed or does health care delivery system need a complete overhaul

TABLE 25 Q.9 - Whether specific actions must be taken to control doctors and hospitals' fees

TABLE 26 Q.10 - Whether the creation of super regional health maintenance organizations (HMO's) known as managed competition would bring down the cost of health care

TABLE 27 Q.11 - Those believed to be primary contributors to out-of-control health care costs--doctors and hospitals

TABLE 28 Q.11 - Those believed to be primary contributors to out-of-control health care costs--insurance companies

TABLE 29 Q.11 - Those believed to be primary contributors to out-of-control health care costs--lawyers

TABLE 30 Q.11 - Those believed to be primary contributors to out-of-control health care costs--government

TABLE 31 Q.11 - Those believed to be primary contributors to out-of-control health care costs--individuals

TABLE 32 Q.12 - Employee's health care benefits provider

TABLE 33 Q.13 - Whether pay for and provide health care benefits to employees

TABLE 34 Q.13 - Whether pay for and provide health care benefits to employees' dependents

TABLE 35 Q.13 - Company's monthly contribution to each employee's health care insurance for: "Family plan"

TABLE 36 Q.13 - Company's monthly contribution to each employee's health care insurance for: "Individual plan"

TABLE 37 Q.13 - Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee--family plan"

TABLE 38 Q.13 - Company's monthly contribution to each employee's health care insurance for: "Average cost to company per covered employee--individual plan"

TABLE 39 Q.14 - Company's health care costs experience in the last 12 months

TABLE 40 Q.14 - Percentage of increase company experienced in health care costs in the last 12 months

TABLE 41 Q.14 - Percentage of decrease company experienced in health care costs in the last 12 months

TABLE 42 Q.15 - Last time changed the insurer/provider of your health care coverage

TABLE 43 Q.16 - Whether company has been unable to change insurers or get coverage because of the medical history of one or more of its employees or employees' dependents

TABLE 44 Q.17 - Percentage of employees' insurance premiums employers should pay for: "Employee"

TABLE 45 Q.17 - Percentage of employees' insurance premiums employers should pay for: "Family"

TABLE 46 Q.18 - Company's recent experience regarding the amount of time and effort spent on compliance with regulations and paperwork

TABLE 47 Q.19 - Most important issue facing the country right now: No growth economy

TABLE 48 Q.19 - Most important issue facing the country right now: Federal budget deficit

TABLE 49 Q.19 - Most important issue facing the country right now: Personal security (violence)

TABLE 50 Q.19 - Most important issue facing the country right now: Health care

TABLE 51 Q.19 - Most important issue facing the country right now: Unemployment

TABLE 52 Q.19 - Most important issue facing the country right now: International conflicts

TABLE 53 Q.19 - Most important issue facing the country right now: U.S. trade deficit

TABLE 54 Q.19 - Most important issue facing the country right now: Welfare reform

TABLE 55 Q.20 - Whether favor term limits on members of Congress

TABLE 56 Q.21 - Whether would support public financing of congressional campaigns in return for elimination of special interest political action committees

TABLE 57 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Tax"

TABLE 58 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Deficit reduction"

TABLE 59 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Environment"

TABLE 60 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "International trade"

TABLE 61 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Health care reform"

TABLE 62 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Product liability"

TABLE 63 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Business regulation"

TABLE 64 Q.22 - Assessment of importance on issues felt most critical to business in 1994: "Labor"

TABLE 65 Q.23 - Rating excellence of AHMA government relations information you have received

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

"A"

GENERAL AND BUSINESS DATA

1. Product line(s) represented:

38.1 Building Materials

81.7 Hardware

76.2 Hand & Power Tools

20.6 Automotive, Toys & Sport

54.0 Lawn & Garden

50.8 Plumbing & Electrical

52.4 Paint & Sundries

15.1 Housewares

2. Please enter your forecast for 1994 for the following economic indices (on a 12-month average basis) by percentage:

3.6 % Inflation

6.9 % Unemployment

2.6 % Gross Domestic Product

6.2 % Prime interest rate

FEDERAL DEFICIT

3. In order to reduce the federal budget deficit would you favor:

Reducing Entitlement Programs for the affluent	69.4 Yes	30.6 No
Phasing out all farm price supports	63.9 Yes	36.1 No
Reducing defense spending	59.8 Yes	40.2 No
Imposing a consumption tax	38.7 Yes	61.3 No
Approving a balanced budget amendment	91.9 Yes	8.1 No
Reducing Federal discretionary spending	98.4 Yes	1.6 No
Approving a line-item-veto	96.8 Yes	3.2 No

INTERNATIONAL TRADE

4. What effect have imports had on your company's sales in 1993?

26.4 A significant impact

18.4 No impact at all

55.2 A minor but growing impact

5. Assess the reasons for import penetration in the domestic consumer hardlines industry:

	Very Important	Moderately Important	Not Important
a. Price of imports	81.8	16.5	1.7
b. Value of U.S. dollar	41.7	55.8	2.5
c. Quality of imports	44.2	50.0	5.8
d. Non-competitive U.S. labor costs	54.5	40.5	5.0
e. Consumer acceptance of imports	49.6	45.5	5.0
f. Unfair foreign trade practices	54.9	35.2	9.8
g. Customers' lack of understanding of total procurement costs (domestic vs. imports)	42.4	40.7	16.9

6. What effect do you believe a U.S.-Mexican Free Trade Agreement will have on your sales?

To Mexico	Domestic
42.5 Increase	36.3 Increase
2.7 Decrease	15.0 Decrease
54.9 No change	48.7 No change

7. Do you support or oppose the enactment of the North American Free Trade Agreement?

80.7 Support

19.3 Oppose

"C"

HEALTH CARE REFORM

8. Health care reform will be the dominant domestic issue before Congress in 1994. Do you believe the current system can be fixed or does our health care delivery system need a complete overhaul?

59.3 Can be fixed   40.7 Needs complete overhaul

9. Do you think specific actions must taken to control doctors' and hospitals' fees?

75.4 Yes   24.6 No

10. Do you think the creation of super regional Health Maintenance Organizations (HMO's), known as managed competition, would bring down the cost of health care?

33.1 Yes   66.9 No

11. Who do you believe are the primary contributors to out of control health care costs? (Rank 1-5)

3 Doctors and Hospitals   2 Government

4 Insurance Companies   5 Individuals

1 Lawyers

12. Are your employee's benefits provided by:

61.9 A group indemnity insurance plan

13.3 HMO

15.0 PPO

Other (specify) 9.7

13. Do you pay for and provide health care benefits to employees?

75.0 Yes   25.0 No

"D"

Do you pay for and provide health care benefits to employees' dependents?

47.1 Yes 52.9 No

If the answer is "Yes" to either or both of the previous questions, what is your company's monthly contribution to each employee's health care insurance for:

Family plan 91.3 % Average cost to company $ 422.00 per month per covered employee

Individual plan 94.5 % Average cost to company $ 255.00 per month per covered employee

14. In the last 12 months what has been your company's health care costs experience?

Increased (by 15.7 %)

Decreased (by 10.8 %)

Stayed the same ____

15. When was the last time you changed the insurer/provider of your health care coverage?

34.6 Less than 12 months ago

13.6 Less than 18 months ago

51.9 Less than 24 months ago

16. Has your company been unable to change insurers or get coverage because of the medical history of one or more of your employees or employees' dependents? 35.5 Yes 64.5 No

17. What percentage of employees' insurance premiums should employers pay for?

Employee 69.4 % ________ Family 43.3 %

"E"

BUSINESS REGULATION

18. What has been your company's recent experience (e.g. last two years) regarding the amount of time and effort spent on compliance with regulations and paperwork?

1.7 Significant decrease

3.4 Moderate decrease

26.5 No change

27.4 Significant increase

41.0 Moderate increase

PUBLIC POLICY

19. As of right now, which of the following issues do you feel are the most important facing the country? Rank top three issues (1-3) using 1 for most important.

3 No Growth Economy

1 Federal Budget Deficit

2 Personal Security (Violence)

___ Health Care

___ Unemployment

___ International Conflicts

___ U.S. trade deficit

___ Welfare Reform

20. Do you favor term limits on members of Congress?

93.3 Yes 6.7 No

21. Would you support public financing of congressional campaigns in return for elimination of special interest Political Action Committees?

67.5 Yes 32.5 No

“F”

ISSUE PRIORITY

22. Of the following topics included in this survey, please rank, in order of importance to you, the issues you feel most critical to your business in 1994 (Number 1 - most important, 8 - least important. Use each number only once):

1 Tax

2 Deficit Reduction

8 Environment

6 International Trade

4 Health Care Reform

5 Product Liability

3 Business Regulation

7 Labor

23. How do you evaluate the AHMA government relations information you have received?

49.1 Excellent

36.8 Above Average

13.2 Average

1.0 Fair

___ Below Average

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 1

GENERAL AND BUSINESS DATA
Q.1- PRODUCT LINE(S) REPRESENTED

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
TOTAL ANSWERING	126	48	103	96	26	68	64	66	19
BUILDING MATERIALS	48 38.1	48 100.0	47 45.6	36 37.5	10 38.5	34 50.0	28 43.8	34 51.5	10 52.6
HARDWARE	103 81.7	47 97.9	103 100.0	84 87.5	24 92.3	62 91.2	54 84.4	59 89.4	16 84.2
HAND & POWER TOOLS	96 76.2	36 75.0	84 81.6	96 100.0	25 96.2	56 82.4	45 70.3	53 80.3	17 89.5
AUTOMOTIVE, TOYS & SPORT	26 20.6	10 20.8	24 23.3	25 26.0	26 100.0	19 27.9	14 21.9	14 21.2	6 31.6
LAWN & GARDEN	68 54.0	34 70.8	62 60.2	56 58.3	19 73.1	68 100.0	37 57.8	43 65.2	14 73.7
PLUMBING & ELECTRICAL	64 50.8	28 58.3	54 52.4	45 46.9	14 53.8	37 54.4	64 100.0	37 56.1	12 63.2
PAINT & SUNDRIES	66 52.4	34 70.8	59 57.3	53 55.2	14 53.8	43 63.2	37 57.8	66 100.0	14 73.7
HOUSEWARES	19 15.1	10 20.8	16 15.5	17 17.7	6 23.1	14 20.6	12 18.8	14 21.2	19 100.0
NO ANSWER	1 .8	0 -	0 -	0 -	0 -	0 -	0 -	0 -	0 -
SIGMA	491.0 389.7	247.0 514.4	449.0 435.9	412.0 429.1	138.0 530.8	333.0 489.7	291.0 454.8	320.0 484.9	108.0 568.5

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 2

GENERAL AND BUSINESS DATA
Q.2- 1994 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: INFLATION

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	15	5	12	10	4	8	8	7	4
TOTAL ANSWERING	111	43	91	86	22	60	56	59	15
0%	1	0	1	1	0	1	1	1	0
	.9	-	1.1	1.2	-	1.7	1.8	1.7	-
1-4%	87	28	68	65	15	45	46	45	12
	78.4	65.1	74.7	75.6	68.2	75.0	82.1	76.3	80.0
5-9%	22	14	21	19	7	13	8	12	2
	19.8	32.6	23.1	22.1	31.8	21.7	14.3	20.3	13.3
10-14%	1	1	1	1	0	1	1	1	1
	.9	2.3	1.1	1.2	-	1.7	1.8	1.7	6.7
	111	43	91	86	22	60	56	59	15
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	3.60	4.00	3.68	3.65	3.59	3.65	3.50	3.78	3.60
STD DEV	1.36	1.69	1.43	1.46	1.18	1.48	1.39	1.49	2.06
STD ERR	.129	.258	.150	.158	.252	.191	.186	.194	.533
SIGMA	222.0	86.0	182.0	172.0	44.0	120.0	112.0	118.0	30.0
	200.0	200.0	200.0	200.1	200.0	200.1	200.0	200.0	200.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 3

GENERAL AND BUSINESS DATA
Q.2- 1994 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: UNEMPLOYMENT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	27	8	19	21	4	13	13	13	6
TOTAL ANSWERING	99	40	84	75	22	55	51	53	13
1-4%	5	3	4	3	0	2	3	2	2
	5.1	7.5	4.8	4.0	-	3.6	5.9	3.8	15.4
5-9%	89	37	75	67	20	50	46	49	11
	89.9	92.5	89.3	89.3	90.9	90.9	90.2	92.5	84.6
10-14%	5	0	5	5	2	3	2	2	0
	5.1	-	6.0	6.7	9.1	5.5	3.9	3.8	-
	99	40	84	75	22	55	51	53	13
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	6.87	6.45	6.92	7.05	7.41	6.89	6.76	6.79	6.15
STD DEV	1.85	1.78	1.90	1.87	1.53	1.89	1.92	1.74	2.12
STD ERR	.186	.282	.207	.216	.327	.255	.269	.238	.587
SIGMA	198.0	80.0	168.0	150.0	44.0	110.0	102.0	106.0	26.0
	200.1	200.0	200.1	200.0	200.0	200.0	200.0	200.1	200.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 4

GENERAL AND BUSINESS DATA
Q.2- 1994 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: GROSS NATIONAL PRODUCT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	55	21	41	42	11	26	33	30	9
TOTAL ANSWERING	71	27	62	54	15	42	31	36	10
0%	2	1	1	1	0	1	1	1	0
	2.8	3.7	1.6	1.9	-	2.4	3.2	2.8	-
1-4%	65	25	57	49	15	41	28	34	10
	91.5	92.6	91.9	90.7	100.0	97.6	90.3	94.4	100.0
5-9%	4	1	4	4	0	0	2	1	0
	5.6	3.7	6.5	7.4	-	-	6.5	2.8	-
	71	27	62	54	15	42	31	36	10
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	2.55	2.44	2.56	2.76	2.67	2.43	2.58	2.25	2.00
STD DEV	1.25	1.34	1.28	1.20	.90	1.04	1.39	1.05	.67
STD ERR	.148	.258	.162	.163	.232	.160	.249	.175	.211
SIGMA	142.0	54.0	124.0	108.0	30.0	84.0	62.0	72.0	20.0
	199.9	200.0	200.0	200.0	200.0	200.0	200.0	200.0	200.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 5

GENERAL AND BUSINESS DATA
Q.2- 1994 FORECAST FOR THE FOLLOWING ECONOMIC INDICES: PRIME INTEREST RATE

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	26	9	20	19	6	14	13	12	4
TOTAL ANSWERING	100	39	83	77	20	54	51	54	15
0%	1	1	1	1	0	1	0	1	1
	1.0	2.6	1.2	1.3	-	1.9	-	1.9	6.7
1-4%	12	4	9	10	3	5	4	6	4
	12.0	10.3	10.8	13.0	15.0	9.3	7.8	11.1	26.7
5-9%	87	34	73	66	17	48	47	47	10
	87.0	87.2	88.0	85.7	85.0	88.9	92.2	87.0	66.7
	100	39	83	77	20	54	51	54	15
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	6.20	6.36	6.34	6.17	6.05	6.37	6.47	6.13	5.13
STD DEV	1.99	2.05	1.95	2.09	2.01	1.94	1.65	2.00	2.97
STD ERR	.199	.328	.214	.238	.450	.263	.232	.272	.768
SIGMA	200.0	78.0	166.0	154.0	40.0	108.0	102.0	108.0	30.0
	200.0	200.1	200.0	200.0	200.0	200.1	200.0	200.0	200.1

TABLE 6

FEDERAL DEFICIT
Q.3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"REDUCING ENTITLEMENT PROGRAMS FOR THE AFFLUENT"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	5	2	5	5	1	2	3	2	1
TOTAL ANSWERING	121	46	98	91	25	66	61	64	18
YES	84	28	69	61	22	47	41	46	10
	69.4	60.9	70.4	67.0	88.0	71.2	67.2	71.9	55.6
NO	37	18	29	30	3	19	20	18	8
	30.6	39.1	29.6	33.0	12.0	28.8	32.8	28.1	44.4
SIGMA	121.0	46.0	98.0	91.0	25.0	66.0	61.0	64.0	18.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 7

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

FEDERAL DEFICIT
Q 3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"PHASING OUT ALL FARM PRICE SUPPORTS"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	4	0	3	4	1	2	1	1	0
TOTAL ANSWERING	122	48	100	92	25	66	63	65	19
YES	78 63.9	33 68.8	66 66.0	55 59.8	12 48.0	45 68.2	40 63.5	43 66.2	10 52.6
NO	44 36.1	15 31.3	34 34.0	37 40.2	13 52.0	21 31.8	23 36.5	22 33.8	9 47.4
SIGMA	122.0 100.0	48.0 100.1	100.0 100.0	92.0 100.0	25.0 100.0	66.0 100.0	63.0 100.0	65.0 100.0	19.0 100.0

FEDERAL DEFICIT
Q.3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"REDUCING DEFENSE SPENDING"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	4	1	4	4	2	2	1	1	0
TOTAL ANSWERING	122	47	99	92	24	66	63	65	19
YES	73	24	59	59	16	37	41	42	10
	59.8	51.1	59.6	64.1	66.7	56.1	65.1	64.6	52.6
NO	49	23	40	33	8	29	22	23	9
	40.2	48.9	40.4	35.9	33.3	43.9	34.9	35.4	47.4
SIGMA	122.0	47.0	99.0	92.0	24.0	66.0	63.0	65.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 9

FEDERAL DEFICIT
Q.3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"IMPOSING A CONSUMPTION TAX"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	7	3	7	7	2	4	2	3	0
TOTAL ANSWERING	119	45	96	89	24	64	62	63	19
YES	46	18	37	35	9	23	23	23	10
	38.7	40.0	38.5	39.3	37.5	35.9	37.1	36.5	52.6
NO	73	27	59	54	15	41	39	40	9
	61.3	60.0	61.5	60.7	62.5	64.1	62.9	63.5	47.4
SIGMA	119.0	45.0	96.0	89.0	24.0	64.0	62.0	63.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 10

FEDERAL DEFICIT
Q.3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"APPROVING A BALANCED BUDGET AMENDMENT"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	2	1	2	2	0	0	1	1	0
TOTAL ANSWERING	124	47	101	94	26	68	63	65	19
YES	114	44	93	87	26	64	57	60	19
	91.9	93.6	92.1	92.6	100.0	94.1	90.5	92.3	100.0
NO	10	3	8	7	0	4	6	5	0
	8.1	6.4	7.9	7.4	-	5.9	9.5	7.7	-
SIGMA	124.0	47.0	101.0	94.0	26.0	68.0	63.0	65.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 11

FEDERAL DEFICIT
Q.3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"REDUCING FEDERAL DISCRETIONARY SPENDING"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	2	1	2	2	0	0	1	1	0
TOTAL ANSWERING	124	47	101	94	26	68	63	65	19
YES	122	47	100	94	26	67	61	65	19
	98.4	100.0	99.0	100.0	100.0	98.5	96.8	100.0	100.0
NO	2	0	1	0	0	1	2	0	0
	1.6	-	1.0	-	-	1.5	3.2	-	-
SIGMA	124.0	47.0	101.0	94.0	26.0	68.0	63.0	65.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 12

FEDERAL DEFICIT
Q 3- IN ORDER TO REDUCE THE FEDERAL BUDGET DEFICIT WOULD YOU FAVOR:
"APPROVING A LINE-ITEM-VETO"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
TOTAL ANSWERING	126	48	103	96	26	68	64	66	19
YES	122 96.8	47 97.9	100 97.1	92 95.8	25 96.2	68 100.0	63 98.4	65 98.5	18 94.7
NO	4 3.2	1 2.1	3 2.9	4 4.2	1 3.8	0 -	1 1.6	1 1.5	1 5.3
SIGMA	126.0 100.0	48.0 100.0	103.0 100.0	96.0 100.0	26.0 100.0	68.0 100.0	64.0 100.0	66.0 100.0	19.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 13

INTERNATIONAL TRADE
Q.4- EFFECT IMPORTS HAD ON COMPANY'S SALES IN 1993

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	1	0	0	0	0	0	1	0	0
TOTAL ANSWERING	125	48	103	96	26	68	63	66	19
A SIGNIFICANT IMPACT	33	20	32	29	8	23	13	19	5
	26.4	41.7	31.1	30.2	30.8	33.8	20.6	28.8	26.3
A MINOR BUT GROWING IMPACT	69	17	52	54	16	35	39	31	10
	55.2	35.4	50.5	56.3	61.5	51.5	61.9	47.0	52.6
NO IMPACT AT ALL	23	11	19	13	2	10	11	16	4
	18.4	22.9	18.4	13.5	7.7	14.7	17.5	24.2	21.1
SIGMA	125.0	48.0	103.0	96.0	26.0	68.0	63.0	66.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 14

INTERNATIONAL TRADE
Q 5A- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		5	2	5	4	3	4	3	4	0
TOTAL ANSWERING		121	46	98	92	23	64	61	62	19
VERY IMPORTANT		99	38	83	78	21	52	52	49	19
	(3)	81.8	82.6	84.7	84.8	91.3	81.3	85.2	79.0	100.0
MODERATELY IMPORTANT		20	7	14	13	2	12	8	11	0
	(2)	16.5	15.2	14.3	14.1	8.7	18.8	13.1	17.7	-
NOT IMPORTANT		2	1	1	1	0	0	1	2	0
	(1)	1.7	2.2	1.0	1.1	-	-	1.6	3.2	-
MEAN BASE		121	46	98	92	23	64	61	62	19
MEAN		2.80	2.80	2.84	2.84	2.91	2.81	2.84	2.76	3.00
STD DEV		.44	.45	.40	.40	.29	.39	.42	.50	.00
STD ERR		.040	.067	.040	.042	.060	.049	.053	.064	.000
SIGMA		121.0	46.0	98.0	92.0	23.0	64.0	61.0	62.0	19.0
		100.0	100.0	100.0	100.0	100.0	100.1	99.9	99.9	100.0

INTERNATIONAL TRADE
Q.58- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		6	3	5	4	2	4	4	5	1
TOTAL ANSWERING		120	45	98	92	24	64	60	61	18
VERY IMPORTANT		50	20	41	38	10	28	26	21	5
	(3)	41.7	44.4	41.8	41.3	41.7	43.8	43.3	34.4	27.8
MODERATELY IMPORTANT		67	23	54	51	14	34	31	37	13
	(2)	55.8	51.1	55.1	55.4	58.3	53.1	51.7	60.7	72.2
NOT IMPORTANT		3	2	3	3	0	2	3	3	0
	(1)	2.5	4.4	3.1	3.3	-	3.1	5.0	4.9	-
MEAN BASE		120	45	98	92	24	64	60	61	18
MEAN		2.39	2.40	2.39	2.38	2.42	2.41	2.38	2.30	2.28
STD DEV		.54	.58	.55	.55	.50	.56	.58	.56	.46
STD ERR		.049	.086	.055	.058	.103	.069	.076	.071	.109
SIGMA		120.0	45.0	98.0	92.0	24.0	64.0	60.0	61.0	18.0
		100.0	99.9	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 16

INTERNATIONAL TRADE
Q.5C- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		6	3	6	5	2	3	4	4	0
TOTAL ANSWERING		120	45	97	91	24	65	60	62	19
VERY IMPORTANT		53	19	41	46	10	30	30	26	8
	(3)	44.2	42.2	42.3	50.5	41.7	46.2	50.0	41.9	42.1
MODERATELY IMPORTANT		60	22	51	41	14	30	27	31	10
	(2)	50.0	48.9	52.6	45.1	58.3	46.2	45.0	50.0	52.6
NOT IMPORTANT		7	4	5	4	0	5	3	5	1
	(1)	5.8	8.9	5.2	4.4	-	7.7	5.0	8.1	5.3
MEAN BASE		120	45	97	91	24	65	60	62	19
MEAN		2.38	2.33	2.37	2.46	2.42	2.38	2.45	2.34	2.37
STD DEV		.60	.64	.58	.58	.50	.63	.59	.63	.60
STD ERR		.054	.095	.059	.061	.103	.078	.077	.079	.137
SIGMA		120.0	45.0	97.0	91.0	24.0	65.0	60.0	62.0	19.0
		100.0	100.0	100.1	100.0	100.0	100.1	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

INTERNATIONAL TRADE
Q.5D- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY: NON-COMPETITIVE U.S. LABOR COST

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		5	3	5	4	2	3	4	4	0
TOTAL ANSWERING		121	45	98	92	24	65	60	62	19
VERY IMPORTANT		66	27	53	51	15	40	36	35	9
	(3)	54.5	60.0	54.1	55.4	62.5	61.5	60.0	56.5	47.4
MODERATELY IMPORTANT		49	17	40	35	9	23	21	24	10
	(2)	40.5	37.8	40.8	38.0	37.5	35.4	35.0	38.7	52.6
NOT IMPORTANT		6	1	5	6	0	2	3	3	0
	(1)	5.0	2.2	5.1	6.5	-	3.1	5.0	4.8	-
MEAN BASE		121	45	98	92	24	65	60	62	19
MEAN		2.50	2.58	2.49	2.49	2.63	2.58	2.55	2.52	2.47
STD DEV		.59	.54	.60	.62	.49	.56	.59	.59	.51
STD ERR		.054	.081	.060	.065	.101	.069	.077	.075	.118
SIGMA		121.0	45.0	98.0	92.0	24.0	65.0	60.0	62.0	19.0
		100.0	100.0	100.0	99.9	100.0	100.0	100.0	100.0	100.0

INTERNATIONAL TRADE
Q.5E- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		5	3	5	4	2	3	4	4	0
TOTAL ANSWERING		121	45	98	92	24	65	60	62	19
VERY IMPORTANT		60	24	49	50	12	35	31	34	10
	(3)	49.6	53.3	50.0	54.3	50.0	53.8	51.7	54.8	52.6
MODERATELY IMPORTANT		55	17	43	38	11	26	25	25	7
	(2)	45.5	37.8	43.9	41.3	45.8	40.0	41.7	40.3	36.8
NOT IMPORTANT		6	4	6	4	1	4	4	3	2
	(1)	5.0	8.9	6.1	4.3	4.2	6.2	6.7	4.8	10.5
MEAN BASE		121	45	98	92	24	65	60	62	19
MEAN		2.45	2.44	2.44	2.50	2.46	2.48	2.45	2.50	2.42
STD DEV		.59	.66	.61	.58	.59	.62	.62	.59	.69
STD ERR		.054	.098	.062	.061	.120	.076	.080	.075	.159
SIGMA		121.0	45.0	98.0	92.0	24.0	65.0	60.0	62.0	19.0
		100.1	100.0	100.0	99.9	100.0	100.0	100.1	99.9	99.9

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 19

INTERNATIONAL TRADE
Q.5F- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

			PRODUCT LINES REPRESENTED								
		TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		4	2	4	3	2	3	3	3	0
TOTAL ANSWERING		122	46	99	93	24	65	61	63	19
VERY IMPORTANT		67	29	58	54	17	46	28	35	10
	(3)	54.9	63.0	58.6	58.1	70.8	70.8	45.9	55.6	52.6
MODERATELY IMPORTANT		43	12	32	29	5	14	27	23	7
	(2)	35.2	26.1	32.3	31.2	20.8	21.5	44.3	36.5	36.8
NOT IMPORTANT		12	5	9	10	2	5	6	5	2
	(1)	9.8	10.9	9.1	10.8	8.3	7.7	9.8	7.9	10.5
MEAN BASE		122	46	99	93	24	65	61	63	19
MEAN		2.45	2.52	2.49	2.47	2.63	2.63	2.36	2.48	2.42
STD DEV		.67	.69	.66	.69	.65	.63	.66	.64	.69
STD ERR		.061	.102	.066	.071	.132	.078	.084	.081	.159
SIGMA		122.0	46.0	99.0	93.0	24.0	65.0	61.0	63.0	19.0
		99.9	100.0	100.0	100.1	99.9	100.0	100.0	100.0	99.9

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 20

INTERNATIONAL TRADE
Q.5G- ASSESSMENT OF REASONS FOR IMPORT PENETRATION IN THE DOMESTIC CONSUMER HARDLINES INDUSTRY:
CUSTOMERS' LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS (DOMESTIC VS. IMPORTS)

			PRODUCT LINES REPRESENTED							
		TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL		126	48	103	96	26	68	64	66	19
NO RESPONSE		8	3	7	6	2	4	5	4	0
TOTAL ANSWERING		118	45	96	90	24	64	59	62	19
VERY IMPORTANT		50	17	40	45	14	29	18	24	9
	(3)	42.4	37.8	41.7	50.0	58.3	45.3	30.5	38.7	47.4
MODERATELY IMPORTANT		48	16	40	32	8	23	26	25	8
	(2)	40.7	35.6	41.7	35.6	33.3	35.9	44.1	40.3	42.1
NOT IMPORTANT		20	12	16	13	2	12	15	13	2
	(1)	16.9	26.7	16.7	14.4	8.3	18.8	25.4	21.0	10.5
MEAN BASE		118	45	96	90	24	64	59	62	19
MEAN		2.25	2.11	2.25	2.36	2.50	2.27	2.05	2.18	2.37
STD DEV		.73	.80	.73	.72	.66	.76	.75	.76	.68
STD ERR		.067	.120	.074	.076	.135	.095	.098	.096	.157
SIGMA		118.0	45.0	96.0	90.0	24.0	64.0	59.0	62.0	19.0
		100.0	100.1	100.1	100.0	99.9	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 21

INTERNATIONAL TRADE
Q.6- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON SALES TO MEXICO

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	13	5	13	12	2	8	6	4	2
TOTAL ANSWERING	113	43	90	84	24	60	58	62	17
INCREASE	48	19	37	34	11	20	22	25	5
	42.5	44.2	41.1	40.5	45.8	33.3	37.9	40.3	29.4
DECREASE	3	1	3	3	1	2	0	1	1
	2.7	2.3	3.3	3.6	4.2	3.3	-	1.6	5.9
NO CHANGE	62	23	50	47	12	38	36	36	11
	54.9	53.5	55.6	56.0	50.0	63.3	62.1	58.1	64.7
SIGMA	113.0	43.0	90.0	84.0	24.0	60.0	58.0	62.0	17.0
	100.1	100.0	100.0	100.1	100.0	99.9	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 22

INTERNATIONAL TRADE
Q.6- EFFECT OF U.S.-MEXICAN FREE TRADE AGREEMENT WILL HAVE ON DOMESTIC SALES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	13	3	10	9	2	8	6	5	1
TOTAL ANSWERING	113	45	93	87	24	60	58	61	18
INCREASE	41	19	35	33	9	22	21	20	6
	36.3	42.2	37.6	37.9	37.5	36.7	36.2	32.8	33.3
DECREASE	17	9	15	14	4	9	8	7	3
	15.0	20.0	16.1	16.1	16.7	15.0	13.8	11.5	16.7
NO CHANGE	55	17	43	40	11	29	29	34	9
	48.7	37.8	46.2	46.0	45.8	48.3	50.0	55.7	50.0
SIGMA	113.0	45.0	93.0	87.0	24.0	60.0	58.0	61.0	18.0
	100.0	100.0	99.9	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 23

INTERNATIONAL TRADE
Q.7- WHETHER SUPPORT OR OPPOSE THE ENACTMENT OF A NORTH AMERICAN FREE TRADE AGREEMENT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	7	3	7	5	2	4	3	5	1
TOTAL ANSWERING	119	45	96	91	24	64	61	61	18
SUPPORT	96	36	75	71	20	50	48	50	15
	80.7	80.0	78.1	78.0	83.3	78.1	78.7	82.0	83.3
OPPOSE	23	9	21	20	4	14	13	11	3
	19.3	20.0	21.9	22.0	16.7	21.9	21.3	18.0	16.7
SIGMA	119.0	45.0	96.0	91.0	24.0	64.0	61.0	61.0	18.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

HEALTH CARE REFORM
Q.8- WHETHER BELIEVES THAT THE CURRENT HEALTH CARE SYSTEM CAN BE FIXED OR DOES HEALTH CARE DELIVERY SYSTEM NEED A COMPLETE OVERHAUL

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	3	0	3	3	0	0	1	0	0
TOTAL ANSWERING	123	48	100	93	26	68	63	66	19
CAN BE FIXED	73	28	58	54	12	38	28	37	13
	59.3	58.3	58.0	58.1	46.2	55.9	44.4	56.1	68.4
NEEDS COMPLETE OVERHAUL	50	20	42	39	14	30	35	29	6
	40.7	41.7	42.0	41.9	53.8	44.1	55.6	43.9	31.6
SIGMA	123.0	48.0	100.0	93.0	26.0	68.0	63.0	66.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

TABLE 25

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

HEALTH CARE REFORM
Q.9- WHETHER SPECIFIC ACTIONS MUST BE TAKEN TO CONTROL DOCTORS AND HOSPITALS FEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	4	0	4	4	2	2	2	2	1
TOTAL ANSWERING	122	48	99	92	24	66	62	64	18
YES	92	39	77	70	19	50	45	49	14
	75.4	81.3	77.8	76.1	79.2	75.8	72.6	76.6	77.8
NO	30	9	22	22	5	16	17	15	4
	24.6	18.8	22.2	23.9	20.8	24.2	27.4	23.4	22.2
SIGMA	122.0	48.0	99.0	92.0	24.0	66.0	62.0	64.0	18.0
	100.0	100.1	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 26

HEALTH CARE REFORM
Q.10- WHETHER THE CREATION OF SUPER REGIONAL HEALTH MAINTENANCE ORGANIZATIONS (HMO'S) KNOWN AS MANAGED COMPETITION WOULD BRING DOWN THE COST OF HEALTH CARE

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	8	2	6	8	1	3	4	4	0
TOTAL ANSWERING	118	46	97	88	25	65	60	62	19
YES	39	16	34	32	12	24	21	24	7
	33.1	34.8	35.1	36.4	48.0	36.9	35.0	38.7	36.8
NO	79	30	63	56	13	41	39	38	12
	66.9	65.2	64.9	63.6	52.0	63.1	65.0	61.3	63.2
SIGMA	118.0	46.0	97.0	88.0	25.0	65.0	60.0	62.0	19.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 27

HEALTH CARE REFORM
Q.11- THOSE BELIEVE THAT ARE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS - DOCTORS AND HOSPITALS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	28	7	20	21	4	12	12	10	1
TOTAL ANSWERING	98	41	83	75	22	56	52	56	18
MOST IMPORTANT 1	16	6	14	12	4	9	9	9	3
	16.3	14.6	16.9	16.0	18.2	16.1	17.3	16.1	16.7
2	11	5	9	7	2	5	6	5	1
	11.2	12.2	10.8	9.3	9.1	8.9	11.5	8.9	5.6
3	12	4	11	9	2	8	7	7	1
	12.2	9.8	13.3	12.0	9.1	14.3	13.5	12.5	5.6
4	15	4	12	11	4	8	8	9	4
	15.3	9.8	14.5	14.7	18.2	14.3	15.4	16.1	22.2
LEAST IMPORTANT 5	9	5	9	8	3	3	5	2	2
	9.2	12.2	10.8	10.7	13.6	5.4	9.6	3.6	11.1
MENTIONED (NOT RANKED)	35	17	28	28	7	23	17	24	7
	35.7	41.5	33.7	37.3	31.8	41.1	32.7	42.9	38.9
MEAN BASE	63	24	55	47	15	33	35	32	11
MEAN	2.84	2.88	2.87	2.91	3.00	2.73	2.83	2.69	3.09
STD DEV	1.42	1.51	1.44	1.46	1.56	1.35	1.42	1.33	1.58
STD ERR	.178	.309	.194	.213	.402	.235	.241	.235	.476
SIGMA	98.0	41.0	83.0	75.0	22.0	56.0	52.0	56.0	18.0
	99.9	100.1	100.0	100.0	100.0	100.1	100.0	100.1	100.1

HEALTH CARE REFORM
Q.11- THOSE BELIEVE THAT ARE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS - INSURANCE COMPANIES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	29	8	20	23	7	14	11	14	4
TOTAL ANSWERING	97	40	83	73	19	54	53	52	15
MOST IMPORTANT 1	9	2	8	6	3	4	6	5	1
	9.3	5.0	9.6	8.2	15.8	7.4	11.3	9.6	6.7
2	12	3	10	8	3	5	5	6	1
	12.4	7.5	12.0	11.0	15.8	9.3	9.4	11.5	6.7
3	19	8	15	13	2	8	10	9	5
	19.6	20.0	18.1	17.8	10.5	14.8	18.9	17.3	33.3
4	14	5	14	12	3	8	8	5	1
	14.4	12.5	16.9	16.4	15.8	14.8	15.1	9.6	6.7
LEAST IMPORTANT 5	8	5	7	7	3	7	6	6	3
	8.2	12.5	8.4	9.6	15.8	13.0	11.3	11.5	20.0
MENTIONED (NOT RANKED)	35	17	29	27	5	22	18	21	4
	36.1	42.5	34.9	37.0	26.3	40.7	34.0	40.4	26.7
MEAN BASE	62	23	54	46	14	32	35	31	11
MEAN	3.00	3.35	3.04	3.13	3.00	3.28	3.09	3.03	3.36
STD DEV	1.24	1.23	1.26	1.26	1.52	1.33	1.34	1.35	1.29
STD ERR	.158	.256	.171	.185	.406	.234	.226	.243	.388
SIGMA	97.0	40.0	83.0	73.0	19.0	54.0	53.0	52.0	15.0
	100.0	100.0	99.9	100.0	100.0	100.0	100.0	99.9	100.1

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 29

HEALTH CARE REFORM
Q.11- THOSE BELIEVE THAT ARE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS - LAWYERS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	14	5	11	12	4	8	5	5	1
TOTAL ANSWERING	112	43	92	84	22	60	59	61	18
MOST IMPORTANT 1	22	11	18	16	5	12	12	11	6
	19.6	25.6	19.6	19.0	22.7	20.0	20.3	18.0	33.3
2	19	6	16	13	2	8	9	9	3
	17.0	14.0	17.4	15.5	9.1	13.3	15.3	14.8	16.7
3	14	5	13	11	4	7	9	9	2
	12.5	11.6	14.1	13.1	18.2	11.7	15.3	14.8	11.1
4	4	1	4	3	2	4	3	2	0
	3.6	2.3	4.3	3.6	9.1	6.7	5.1	3.3	-
LEAST IMPORTANT 5	3	0	3	3	1	1	2	0	0
	2.7	-	3.3	3.6	4.5	1.7	3.4	-	-
MENTIONED (NOT RANKED)	50	20	38	38	8	28	24	30	7
	44.6	46.5	41.3	45.2	36.4	46.7	40.7	49.2	38.9
MEAN BASE	62	23	54	46	14	32	35	31	11
MEAN	2.15	1.83	2.22	2.22	2.43	2.19	2.26	2.06	1.64
STD DEV	1.13	.94	1.16	1.19	1.34	1.18	1.20	.96	.81
STD ERR	.143	.195	.158	.176	.359	.208	.202	.173	.244
SIGMA	112.0	43.0	92.0	84.0	22.0	60.0	59.0	61.0	18.0
	100.0	100.0	100.0	100.0	100.0	100.1	100.1	100.1	100.0

TABLE 30

HEALTH CARE REFORM
Q.11- THOSE BELIEVE THAT ARE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS - GOVERNMENT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	29	13	22	23	4	16	10	15	3
TOTAL ANSWERING	97	35	81	73	22	52	54	51	16
MOST IMPORTANT 1	13	5	12	10	2	7	7	7	1
	13.4	14.3	14.8	13.7	9.1	13.5	13.0	13.7	6.3
2	15	7	14	13	5	12	11	8	6
	15.5	20.0	17.3	17.8	22.7	23.1	20.4	15.7	37.5
3	10	2	8	6	4	5	6	4	1
	10.3	5.7	9.9	8.2	18.2	9.6	11.1	7.8	6.3
4	19	8	16	12	3	5	8	9	1
	19.6	22.9	19.8	16.4	13.6	9.6	14.8	17.6	6.3
LEAST IMPORTANT 5	5	1	4	5	0	3	3	3	2
	5.2	2.9	4.9	6.8	-	5.8	5.6	5.9	12.5
MENTIONED (NOT RANKED)	35	12	27	27	8	20	19	20	5
	36.1	34.3	33.3	37.0	36.4	38.5	35.2	39.2	31.3
MEAN BASE	62	23	54	46	14	32	35	31	11
MEAN	2.81	2.70	2.74	2.76	2.57	2.53	2.69	2.77	2.73
STD DEV	1.30	1.29	1.31	1.35	1.02	1.27	1.28	1.36	1.35
STD ERR	.166	.270	.178	.199	.272	.224	.216	.244	.407
SIGMA	97.0	35.0	81.0	73.0	22.0	52.0	54.0	51.0	16.0
	100.1	100.1	100.0	99.9	100.0	100.1	100.1	99.9	100.2

HEALTH CARE REFORM
Q.11- THOSE BELIEVE THAT ARE PRIMARY CONTRIBUTORS TO OUT OF CONTROL HEALTH CARE COSTS - INDIVIDUALS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	46	19	35	37	9	25	17	24	5
TOTAL ANSWERING	80	29	68	59	17	43	47	42	14
MOST IMPORTANT 1	4	0	3	3	1	1	2	0	0
	5.0	-	4.4	5.1	5.9	2.3	4.3	-	-
2	5	2	5	5	2	2	4	3	0
	6.3	6.9	7.4	8.5	11.8	4.7	8.5	7.1	-
3	7	4	7	7	2	4	3	2	2
	8.8	13.8	10.3	11.9	11.8	9.3	6.4	4.8	14.3
4	10	5	8	8	2	7	8	6	5
	12.5	17.2	11.8	13.6	11.8	16.3	17.0	14.3	35.7
LEAST IMPORTANT 5	37	12	31	23	7	18	19	20	4
	46.3	41.4	45.6	39.0	41.2	41.9	40.4	47.6	28.6
MENTIONED (NOT RANKED)	17	6	14	13	3	11	11	11	3
	21.3	20.7	20.6	22.0	17.6	25.6	23.4	26.2	21.4
MEAN BASE	63	23	54	46	14	32	36	31	11
MEAN	4.13	4.17	4.09	3.93	3.86	4.22	4.06	4.39	4.18
STD DEV	1.26	1.03	1.26	1.31	1.41	1.10	1.26	.99	.75
STD ERR	.159	.215	.172	.193	.376	.194	.211	.178	.226
SIGMA	80.0	29.0	68.0	59.0	17.0	43.0	47.0	42.0	14.0
	100.2	100.0	100.1	100.1	100.1	100.1	100.0	100.0	100.0

TABLE 32

HEALTH CARE REFORM
Q.12- EMPLOYEE'S BENEFITS PROVIDER

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	13	5	9	11	0	3	6	6	1
TOTAL ANSWERING	113	43	94	85	26	65	58	60	18
A GROUP INDEMINITY INSURANCE PLAN	70	29	58	55	16	39	34	37	12
	61.9	67.4	61.7	64.7	61.5	60.0	58.6	61.7	66.7
HMO	15	5	14	13	6	7	7	11	4
	13.3	11.6	14.9	15.3	23.1	10.8	12.1	18.3	22.2
PPO	17	7	12	9	1	12	12	8	0
	15.0	16.3	12.8	10.6	3.8	18.5	20.7	13.3	-
OTHER	11	2	10	8	3	7	5	4	2
	9.7	4.7	10.6	9.4	11.5	10.8	8.6	6.7	11.1
SIGMA	113.0	43.0	94.0	85.0	26.0	65.0	58.0	60.0	18.0
	99.9	100.0	100.0	100.0	99.9	100.1	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 33

HEALTH CARE REFORM
Q.13- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	2	0	2	2	0	0	1	0	0
TOTAL ANSWERING	124	48	101	94	26	68	63	66	19
YES	93 75.0	33 68.8	76 75.2	72 76.6	21 80.8	49 72.1	42 66.7	47 71.2	15 78.9
NO	31 25.0	15 31.3	25 24.8	22 23.4	5 19.2	19 27.9	21 33.3	19 28.8	4 21.1
SIGMA	124.0 100.0	48.0 100.1	101.0 100.0	94.0 100.0	26.0 100.0	68.0 100.0	63.0 100.0	66.0 100.0	19.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 34

HEALTH CARE REFORM
Q.13- WHETHER PAY FOR AND PROVIDE HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	5	1	4	4	0	0	1	2	1
TOTAL ANSWERING	121	47	99	92	26	68	63	64	18
YES	57 47.1	19 40.4	47 47.5	45 48.9	18 69.2	29 42.6	28 44.4	29 45.3	9 50.0
NO	64 52.9	28 59.6	52 52.5	47 51.1	8 30.8	39 57.4	35 55.6	35 54.7	9 50.0
SIGMA	121.0 100.0	47.0 100.0	99.0 100.0	92.0 100.0	26.0 100.0	68.0 100.0	63.0 100.0	64.0 100.0	18.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	57	19	47	45	18	29	28	29	9
NO RESPONSE	11	1	10	11	4	5	3	5	1
TOTAL ANSWERING	46	18	37	34	14	24	25	24	8
FAMILY PLAN									
30-39%	1	0	0	0	0	1	1	0	0
	2.2	-	-	-	-	4.2	4.0	-	-
50-59%	5	4	5	5	0	4	3	5	0
	10.9	22.2	13.5	14.7	-	16.7	12.0	20.8	-
70-79%	1	1	1	0	0	0	1	1	0
	2.2	5.6	2.7	-	-	-	4.0	4.2	-
80-89%	3	1	2	2	1	2	1	3	1
	6.5	5.6	5.4	5.9	7.1	8.3	4.0	12.5	12.5
100%	36	12	29	27	13	17	19	15	7
	78.3	66.7	78.4	79.4	92.9	70.8	76.0	62.5	87.5
BS	46	18	37	34	14	24	25	24	8
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	91.26	86.39	91.49	91.47	98.57	87.21	89.52	86.04	97.50
STD DEV	18.44	21.27	17.67	18.11	5.35	22.23	20.68	20.48	7.07
STD ERR	2.719	5.013	2.905	3.106	1.429	4.537	4.137	4.181	2.500
SIGMA	92.0	36.0	74.0	68.0	28.0	48.0	50.0	48.0	16.0
	200.1	200.1	200.0	200.0	200.0	200.0	200.0	200.0	200.0

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	93	33	76	72	21	49	42	47	15
NO RESPONSE	53	19	47	46	12	27	19	22	9
TOTAL ANSWERING	40	14	29	26	9	22	23	25	6
INDIVIDUAL PLAN									
50-59%	1	1	1	1	0	1	1	1	0
	2.5	7.1	3.4	3.8	-	4.5	4.3	4.0	-
70-79%	3	2	3	2	0	2	2	3	0
	7.5	14.3	10.3	7.7	-	9.1	8.7	12.0	-
80-89%	4	1	3	3	1	2	1	4	1
	10.0	7.1	10.3	11.5	11.1	9.1	4.3	16.0	16.7
90-99%	1	0	0	0	0	0	1	0	0
	2.5	-	-	-	-	-	4.3	-	-
100%	31	10	22	20	8	17	18	17	5
	77.5	71.4	75.9	76.9	88.9	77.3	78.3	68.0	83.3
BS	40	14	29	26	9	22	23	25	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	94.50	91.07	93.45	93.65	97.78	93.41	94.13	91.60	96.67
STD DEV	11.48	15.95	12.82	12.93	6.67	13.57	13.03	13.67	8.16
STD ERR	1.815	4.264	2.381	2.535	2.222	2.894	2.716	2.734	3.333
SIGMA	80.0	28.0	58.0	52.0	18.0	44.0	46.0	50.0	12.0
	200.0	199.9	199.9	199.9	200.0	200.0	199.9	200.0	200.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 37

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE - FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	57	19	47	45	18	29	28	29	9
NO RESPONSE	14	6	12	11	3	6	9	11	3
TOTAL ANSWERING	43	13	35	34	15	23	19	18	6
$1 - $149	3	0	2	1	0	2	1	1	0
	7.0	-	5.7	2.9	-	8.7	5.3	5.6	-
$150 - $199	3	2	3	3	1	2	1	3	0
	7.0	15.4	8.6	8.8	6.7	8.7	5.3	16.7	-
$200 - $249	3	0	3	2	1	2	1	1	0
	7.0	-	8.6	5.9	6.7	8.7	5.3	5.6	-
$250 - $299	3	2	3	3	2	1	1	1	0
	7.0	15.4	8.6	8.8	13.3	4.3	5.3	5.6	-
$300 - $349	4	1	4	4	1	2	3	3	1
	9.3	7.7	11.4	11.8	6.7	8.7	15.8	16.7	16.7
$350 - $399	6	1	3	5	2	3	4	2	2
	14.0	7.7	8.6	14.7	13.3	13.0	21.1	11.1	33.3
$400 - $449	5	1	3	3	1	2	2	1	0
	11.6	7.7	8.6	8.8	6.7	8.7	10.5	5.6	-
$450 - $499	1	0	1	1	1	1	1	0	0
	2.3	-	2.9	2.9	6.7	4.3	5.3	-	-
$500 OR MORE	15	6	13	12	6	8	5	6	3
	34.9	46.2	37.1	35.3	40.0	34.8	26.3	33.3	50.0
BS	43	13	35	34	15	23	19	18	6
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MEAN	421.86	525.77	426.86	426.21	451.20	409.87	404.11	374.94	459.00
STD DEV	234.70	329.41	247.26	225.59	224.55	231.70	222.66	204.01	165.79
STD ERR	35.791	91.362	41.795	38.688	57.979	48.312	51.082	48.087	67.683

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE - FAMILY PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES' DEPENDENTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL ANSWERING	43	13	35	34	15	23	19	18	6
SIGMA	86.0 200.1	26.0 200.1	70.0 200.1	68.0 199.9	30.0 200.1	46.0 199.9	38.0 200.2	36.0 200.2	12.0 200.0

TABLE 38

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE - INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	93	33	76	72	21	49	42	47	15
NO RESPONSE	59	23	50	48	13	31	25	27	11
TOTAL ANSWERING	34	10	26	24	8	18	17	20	4
$1 - $149	9 26.5	3 30.0	6 23.1	4 16.7	2 25.0	4 22.2	4 23.5	6 30.0	1 25.0
$150 - $199	4 11.8	1 10.0	2 7.7	3 12.5	0 -	1 5.6	2 11.8	2 10.0	0 -
$200 - $249	7 20.6	1 10.0	5 19.2	5 20.8	2 25.0	5 27.8	5 29.4	2 10.0	0 -
$250 - $299	4 11.8	2 20.0	4 15.4	4 16.7	1 12.5	4 22.2	3 17.6	3 15.0	3 75.0
$300 - $349	2 5.9	0 -	2 7.7	2 8.3	2 25.0	1 5.6	0 -	2 10.0	0 -
$350 - $399	1 2.9	0 -	0 -	1 4.2	0 -	0 -	0 -	0 -	0 -
$400 - $449	3 8.8	1 10.0	3 11.5	3 12.5	0 -	1 5.6	0 -	2 10.0	0 -
$450 - $499	1 2.9	0 -	1 3.8	1 4.2	1 12.5	1 5.6	1 5.9	1 5.0	0 -
$500 OR MORE	3 8.8	2 20.0	3 11.5	1 4.2	0 -	1 5.6	2 11.8	2 10.0	0 -
BS	34 100.0	10 100.0	26 100.0	24 100.0	8 100.0	18 100.0	17 100.0	20 100.0	4 100.0
MEAN	255.26	306.40	278.81	254.17	251.25	241.94	237.35	248.75	225.00
STD DEV	180.67	276.87	197.13	120.07	122.32	119.35	136.46	144.28	84.16
STD ERR	30.985	87.554	38.660	24.509	43.247	28.131	33.097	32.263	42.081

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

HEALTH CARE REFORM
Q.13- COMPANY'S MONTHLY CONTRIBUTION TO EACH EMPLOYEE'S HEALTH CARE INSURANCE FOR:
"AVERAGE COST TO COMPANY PER COVERED EMPLOYEE - INDIVIDUAL PLAN"

BASE: PAYS FOR AND PROVIDES HEALTH CARE BENEFITS TO EMPLOYEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	34	10	26	24	8	18	17	20	4
SIGMA	68.0 200.0	20.0 200.0	52.0 199.9	48.0 200.1	16.0 200.0	36.0 200.2	34.0 200.0	40.0 200.0	8.0 200.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 39

HEALTH CARE REFORM
Q.14- COMPANY'S HEALTH CARE COSTS EXPERIENCE IN THE LAST 12 MONTHS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	17	7	14	13	4	10	11	6	6
TOTAL ANSWERING	109	41	89	83	22	58	53	60	13
INCREASE	79	33	64	61	16	43	40	42	9
	72.5	80.5	71.9	73.5	72.7	74.1	75.5	70.0	69.2
DECREASE	5	1	5	3	0	2	2	2	0
	4.6	2.4	5.6	3.6	-	3.4	3.8	3.3	-
STAYED THE SAME	25	7	20	19	6	13	11	16	4
	22.9	17.1	22.5	22.9	27.3	22.4	20.8	26.7	30.8
SIGMA	109.0	41.0	89.0	83.0	22.0	58.0	53.0	60.0	13.0
	100.0	100.0	100.0	100.0	100.0	99.9	100.1	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 40

HEALTH CARE REFORM
Q 14- PERCENTAGE OF INCREASE COMPANY EXPERIENCED IN HEALTH CARE COSTS IN THE LAST 12 MONTHS

BASE: COMPANY'S HEALTH CARE COSTS HAVE INCREASED IN THE LAST 12 MONTHS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	79	33	64	61	16	43	40	42	9
TOTAL ANSWERING	79	33	64	61	16	43	40	42	9
1-4%	2	1	2	2	2	1	1	2	0
	2.5	3.0	3.1	3.3	12.5	2.3	2.5	4.8	-
5-9%	17	6	14	14	1	10	8	9	2
	21.5	18.2	21.9	23.0	6.3	23.3	20.0	21.4	22.2
10-14%	24	11	19	17	7	9	14	8	2
	30.4	33.3	29.7	27.9	43.8	20.9	35.0	19.0	22.2
15-19%	10	5	7	7	3	5	5	5	2
	12.7	15.2	10.9	11.5	18.8	11.6	12.5	11.9	22.2
20-29%	19	6	15	14	2	14	10	11	3
	24.1	18.2	23.4	23.0	12.5	32.6	25.0	26.2	33.3
30-39%	6	4	6	6	0	4	1	6	0
	7.6	12.1	9.4	9.8	-	9.3	2.5	14.3	-
100%	1	0	1	1	1	0	1	1	0
	1.3	-	1.6	1.6	6.3	-	2.5	2.4	-
MEAN BASE	79	33	64	61	16	43	40	42	9
MEAN	15.68	14.91	16.14	16.23	17.31	15.70	16.13	17.71	14.22
STD DEV	12.27	8.13	13.28	13.68	22.71	8.31	15.35	15.71	6.10
STD ERR	1.380	1.415	1.659	1.751	5.679	1.268	2.427	2.424	2.033
SIGMA	79.0	33.0	64.0	61.0	16.0	43.0	40.0	42.0	9.0
	100.1	100.0	100.0	100.1	100.2	100.0	100.0	100.0	99.9

HEALTH CARE REFORM
Q.14- PERCENTAGE OF DECREASE COMPANY EXPERIENCED IN HEALTH CARE COSTS IN THE LAST 12 MONTHS

BASE: COMPANY'S HEALTH CARE COSTS HAVE DECREASED IN THE LAST 12 MONTHS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	5	1	5	3	0	2	2	2	0
TOTAL ANSWERING	5	1	5	3	0	2	2	2	0
1-4%	1	0	1	0	0	0	0	1	0
	20.0	-	20.0	-	-	-	-	50.0	-
10-14%	3	0	3	3	0	1	1	0	0
	60.0	-	60.0	100.0	-	50.0	50.0	-	-
20-29%	1	1	1	0	0	1	1	1	0
	20.0	100.0	20.0	-	-	50.0	50.0	50.0	-
MEAN BASE	5	1	5	3	0	2	2	2	0
MEAN	10.80	20.00	10.80	10.67	.00	15.00	15.00	11.00	.00
STD DEV	6.42	.00	6.42	1.15	.00	7.07	7.07	12.73	.00
STD ERR	2.871	.000	2.871	.667	.000	5.000	5.000	9.000	.000
SIGMA	5.0	1.0	5.0	3.0	.0	2.0	2.0	2.0	.0
	100.0	100.0	100.0	100.0	-	100.0	100.0	100.0	-

HEALTH CARE REFORM
Q 15- LAST TIME CHANGED THE INSURER/PROVIDER OF YOUR HEALTH CARE COVERAGE

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	45	18	39	36	10	25	20	22	6
TOTAL ANSWERING	81	30	64	60	16	43	44	44	13
LESS THAN 12 MONTHS AGO	28	14	24	19	5	18	16	15	2
	34.6	46.7	37.5	31.7	31.3	41.9	36.4	34.1	15.4
LESS THAN 18 MONTHS AGO	11	6	10	10	3	6	7	10	4
	13.6	20.0	15.6	16.7	18.8	14.0	15.9	22.7	30.8
LESS THAN 24 MONTHS AGO	42	10	30	31	8	19	21	19	7
	51.9	33.3	46.9	51.7	50.0	44.2	47.7	43.2	53.8
SIGMA	81.0	30.0	64.0	60.0	16.0	43.0	44.0	44.0	13.0
	100.1	100.0	100.0	100.1	100.1	100.1	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 43

HEALTH CARE REFORM
Q.16- WHETHER COMPANY HAS BEEN UNABLE TO CHANGE INSURERS OR GET COVERAGE BECAUSE OF THE MEDICAL HISTORY OF ONE OR MORE OF YOUR EMPLOYEES OR EMPLOYEES' DEPENDENTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	16	4	13	13	3	8	8	5	2
TOTAL ANSWERING	110	44	90	83	23	60	56	61	17
YES	39	16	30	28	6	18	24	17	3
	35.5	36.4	33.3	33.7	26.1	30.0	42.9	27.9	17.6
NO	71	28	60	55	17	42	32	44	14
	64.5	63.6	66.7	66.3	73.9	70.0	57.1	72.1	82.4
SIGMA	110.0	44.0	90.0	83.0	23.0	60.0	56.0	61.0	17.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 44

HEALTH CARE REFORM
Q 17- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR:
"EMPLOYEE"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	22	6	20	18	3	11	9	9	2
TOTAL ANSWERING	104	42	83	78	23	57	55	57	17
EMPLOYEE									
0%	8	2	5	6	3	6	6	7	2
	7.7	4.8	6.0	7.7	13.0	10.5	10.9	12.3	11.8
20-29%	6	1	5	5	3	1	2	1	0
	5.8	2.4	6.0	6.4	13.0	1.8	3.6	1.8	-
50-59%	23	13	20	18	3	14	11	15	6
	22.1	31.0	24.1	23.1	13.0	24.6	20.0	26.3	35.3
60-69%	3	1	3	1	0	2	0	1	0
	2.9	2.4	3.6	1.3	-	3.5	-	1.8	-
70-79%	12	5	10	9	3	7	3	7	3
	11.5	11.9	12.0	11.5	13.0	12.3	5.5	12.3	17.6
80-89%	17	5	14	14	2	8	8	8	2
	16.3	11.9	16.9	17.9	8.7	14.0	14.5	14.0	11.8
100%	35	15	26	25	9	19	25	18	4
	33.7	35.7	31.3	32.1	39.1	33.3	45.5	31.6	23.5
MEAN BASE	104	42	83	78	23	57	55	57	17
MEAN	69.38	71.31	69.34	68.78	65.22	68.42	72.00	66.32	63.82
STD DEV	30.40	27.76	28.97	30.53	37.40	31.37	33.60	32.52	31.05
STD ERR	2.981	4.284	3.180	3.457	7.799	4.155	4.531	4.308	7.531
SIGMA	104.0	42.0	83.0	78.0	23.0	57.0	55.0	57.0	17.0
	100.0	100.1	99.9	100.0	99.8	100.0	100.0	100.1	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 45

HEALTH CARE REFORM
Q.17- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR:
"FAMILY"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	26	9	23	22	5	14	15	9	5
TOTAL ANSWERING	100	39	80	74	21	54	49	57	14
FAMILY									
0%	24 24.0	10 25.6	20 25.0	16 21.6	4 19.0	17 31.5	17 34.7	15 26.3	3 21.4
20-29%	8 8.0	4 10.3	6 7.5	6 8.1	3 14.3	5 9.3	1 2.0	3 5.3	1 7.1
30-39%	2 2.0	1 2.6	1 1.3	1 1.4	0 -	2 3.7	2 4.1	1 1.8	0 -
40-49%	2 2.0	1 2.6	2 2.5	2 2.7	1 4.8	0 -	0 -	0 -	0 -
50-59%	41 41.0	18 46.2	34 42.5	30 40.5	9 42.9	19 35.2	17 34.7	25 43.9	6 42.9
60-69%	2 2.0	0 -	2 2.5	2 2.7	0 -	0 -	0 -	2 3.5	0 -
70-79%	5 5.0	1 2.6	4 5.0	4 5.4	2 9.5	2 3.7	4 8.2	1 1.8	2 14.3
80-89%	7 7.0	2 5.1	5 6.3	5 6.8	0 -	4 7.4	4 8.2	5 8.8	1 7.1
100%	9 9.0	2 5.1	6 7.5	8 10.8	2 9.5	5 9.3	4 8.2	5 8.8	1 7.1
MEAN BASE	100	39	80	74	21	54	49	57	14
MEAN	43.28	38.46	42.06	45.47	43.33	38.94	39.86	42.89	46.79
STD DEV	30.83	28.33	30.15	31.05	29.64	32.89	33.74	31.34	31.17
STD ERR	3.083	4.537	3.371	3.609	6.467	4.476	4.820	4.151	8.331

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

TABLE 45/2

HEALTH CARE REFORM
Q.17- PERCENTAGE OF EMPLOYEES' INSURANCE PREMIUMS SHOULD EMPLOYERS PAY FOR:
"FAMILY"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	100	39	80	74	21	54	49	57	14
SIGMA	100.0 100.0	39.0 100.1	80.0 100.1	74.0 100.0	21.0 100.0	54.0 100.1	49.0 100.1	57.0 100.2	14.0 99.9

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 46

BUSINESS REGULATION
Q 18- COMPANY'S RECENT EXPERIENCE REGARDING THE AMOUNT OF TIME
AND EFFORT SPENT ON COMPLIANCE WITH REGULATIONS AND PAPERWORK

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	9	0	8	8	4	6	5	1	2
TOTAL ANSWERING	117	48	95	88	22	62	59	65	17
SIGNIFICANT INCREASE (5)	32	18	28	27	7	22	18	18	6
	27.4	37.5	29.5	30.7	31.8	35.5	30.5	27.7	35.3
MODERATE INCREASE (4)	48	19	40	36	8	22	26	25	4
	41.0	39.6	42.1	40.9	36.4	35.5	44.1	38.5	23.5
NO CHANGE (3)	31	10	22	19	4	15	12	18	6
	26.5	20.8	23.2	21.6	18.2	24.2	20.3	27.7	35.3
MODERATE DECREASE (2)	4	1	4	4	2	3	2	4	0
	3.4	2.1	4.2	4.5	9.1	4.8	3.4	6.2	-
SIGNIFICANT DECREASE (1)	2	0	1	2	1	0	1	0	1
	1.7	-	1.1	2.3	4.5	-	1.7	-	5.9
MEAN BASE	117	48	95	88	22	62	59	65	17
MEAN	3.89	4.13	3.95	3.93	3.82	4.02	3.98	3.88	3.82
STD DEV	.91	.82	.89	.96	1.14	.90	.90	.89	1.13
STD ERR	.084	.118	.091	.102	.243	.114	.117	.111	.274
SIGMA	117.0	48.0	95.0	88.0	22.0	62.0	59.0	65.0	17.0
	100.0	100.0	100.1	100.0	100.0	100.0	100.0	100.1	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 47

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
NO GROWTH ECONOMY

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	83	35	69	62	16	50	42	45	11
TOTAL ANSWERING	43	13	34	34	10	18	22	21	8
MOST IMPORTANT (1)	16	1	12	11	4	6	8	10	4
	37.2	7.7	35.3	32.4	40.0	33.3	36.4	47.6	50.0
(2)	8	3	7	8	1	4	3	2	1
	18.6	23.1	20.6	23.5	10.0	22.2	13.6	9.5	12.5
(3)	10	5	8	9	2	4	6	6	2
	23.3	38.5	23.5	26.5	20.0	22.2	27.3	28.6	25.0
(4)	1	1	1	1	0	1	1	1	0
	2.3	7.7	2.9	2.9	-	5.6	4.5	4.8	-
(5)	1	1	1	1	1	1	1	0	1
	2.3	7.7	2.9	2.9	10.0	5.6	4.5	-	12.5
(6)	1	0	1	1	1	1	1	0	0
	2.3	-	2.9	2.9	10.0	5.6	4.5	-	-
(7)	1	0	0	0	0	0	0	0	0
	2.3	-	-	-	-	-	-	-	-
MENTIONED (NOT RANKED)	5	2	4	3	1	1	2	2	0
	11.6	15.4	11.8	8.8	10.0	5.6	9.1	9.5	-
MEAN BASE	38	11	30	31	9	17	20	19	8
MEAN	2.21	2.82	2.17	2.23	2.56	2.41	2.35	1.89	2.13
STD DEV	1.45	1.08	1.29	1.26	1.88	1.50	1.46	1.05	1.46
STD ERR	.236	.325	.235	.226	.626	.364	.327	.241	.515
SIGMA	43.0	13.0	34.0	34.0	10.0	18.0	22.0	21.0	8.0
	99.9	100.1	99.9	99.9	100.0	100.1	99.9	100.0	100.0

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
FEDERAL BUDGET DEFICIT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	24	8	20	20	9	14	12	9	5
TOTAL ANSWERING	102	40	83	76	17	54	52	57	14
MOST IMPORTANT (1)	60	26	47	44	7	32	28	31	7
	58.8	65.0	56.6	57.9	41.2	59.3	53.8	54.4	50.0
(2)	18	4	13	13	2	7	11	11	4
	17.6	10.0	15.7	17.1	11.8	13.0	21.2	19.3	28.6
(3)	16	6	16	13	7	12	8	10	3
	15.7	15.0	19.3	17.1	41.2	22.2	15.4	17.5	21.4
(7)	1	1	1	1	0	1	1	1	0
	1.0	2.5	1.2	1.3	-	1.9	1.9	1.8	-
MENTIONED (NOT RANKED)	7	3	6	5	1	2	4	4	0
	6.9	7.5	7.2	6.6	5.9	3.7	7.7	7.0	-
MEAN BASE	95	37	77	71	16	52	48	53	14
MEAN	1.59	1.59	1.66	1.63	2.00	1.71	1.69	1.70	1.71
STD DEV	.95	1.19	1.02	1.02	.97	1.13	1.09	1.08	.83
STD ERR	.098	.196	.116	.121	.242	.156	.158	.149	.221
SIGMA	102.0	40.0	83.0	76.0	17.0	54.0	52.0	57.0	14.0
	100.0	100.0	100.0	100.0	100.1	100.1	100.0	100.0	100.0

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
PERSONAL SECURITY (VIOLENCE)

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	56	16	47	44	10	30	26	26	8
TOTAL ANSWERING	70	32	56	52	16	38	38	40	11
MOST IMPORTANT (1)	15	10	14	12	2	12	11	11	4
	21.4	31.3	25.0	23.1	12.5	31.6	28.9	27.5	36.4
(2)	25	12	16	17	7	13	12	12	3
	35.7	37.5	28.6	32.7	43.8	34.2	31.6	30.0	27.3
(3)	23	7	20	18	6	11	11	13	4
	32.9	21.9	35.7	34.6	37.5	28.9	28.9	32.5	36.4
MENTIONED (NOT RANKED)	7	3	6	5	1	2	4	4	0
	10.0	9.4	10.7	9.6	6.3	5.3	10.5	10.0	-
MEAN BASE	63	29	50	47	15	36	34	36	11
MEAN	2.13	1.90	2.12	2.13	2.27	1.97	2.00	2.06	2.00
STD DEV	.77	.77	.82	.80	.70	.81	.82	.83	.89
STD ERR	.097	.143	.117	.116	.182	.135	.140	.138	.270
SIGMA	70.0	32.0	56.0	52.0	16.0	38.0	38.0	40.0	11.0
	100.0	100.1	100.0	100.0	100.1	100.0	99.9	100.0	100.1

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
HEALTH CARE

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	76	32	64	58	15	47	39	42	13
TOTAL ANSWERING	50	16	39	38	11	21	25	24	6
MOST IMPORTANT (1)	5	0	4	3	1	0	3	1	0
	10.0	-	10.3	7.9	9.1	-	12.0	4.2	-
(2)	19	4	15	17	6	8	10	11	4
	38.0	25.0	38.5	44.7	54.5	38.1	40.0	45.8	66.7
(3)	18	9	14	13	2	11	8	9	2
	36.0	56.3	35.9	34.2	18.2	52.4	32.0	37.5	33.3
(5)	2	0	1	1	1	1	1	0	0
	4.0	-	2.6	2.6	9.1	4.8	4.0	-	-
MENTIONED (NOT RANKED)	6	3	5	4	1	1	3	3	0
	12.0	18.8	12.8	10.5	9.1	4.8	12.0	12.5	-
MEAN BASE	44	13	34	34	10	20	22	21	6
MEAN	2.43	2.69	2.38	2.38	2.40	2.70	2.36	2.38	2.33
STD DEV	.87	.48	.82	.78	1.07	.73	.90	.59	.52
STD ERR	.132	.133	.140	.134	.340	.164	.192	.129	.211
SIGMA	50.0	16.0	39.0	38.0	11.0	21.0	25.0	24.0	6.0
	100.0	100.1	100.1	99.9	100.0	100.1	100.0	100.0	100.0

TABLE 51

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
UNEMPLOYMENT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	93	37	77	75	21	51	50	49	17
TOTAL ANSWERING	33	11	26	21	5	17	14	17	2
MOST IMPORTANT (1)	2 6.1	1 9.1	1 3.8	2 9.5	1 20.0	2 11.8	0 -	2 11.8	0 -
(2)	13 39.4	6 54.5	12 46.2	9 42.9	2 40.0	8 47.1	5 35.7	6 35.3	1 50.0
(3)	10 30.3	1 9.1	6 23.1	4 19.0	0 -	3 17.6	4 28.6	5 29.4	1 50.0
(4)	1 3.0	0 -	1 3.8	1 4.8	1 20.0	1 5.9	1 7.1	0 -	0 -
LEAST IMPORTANT (8)	1 3.0	1 9.1	1 3.8	1 4.8	0 -	1 5.9	1 7.1	1 5.9	0 -
MENTIONED (NOT RANKED)	6 18.2	2 18.2	5 19.2	4 19.0	1 20.0	2 11.8	3 21.4	3 17.6	0 -
MEAN BASE	27	9	21	17	4	15	11	14	2
MEAN	2.59	2.67	2.62	2.59	2.25	2.60	3.09	2.64	2.50
STD DEV	1.28	2.06	1.40	1.58	1.26	1.68	1.76	1.69	.71
STD ERR	.246	.687	.305	.384	.629	.434	.530	.452	.500
SIGMA	33.0 100.0	11.0 100.0	26.0 99.9	21.0 100.0	5.0 100.0	17.0 100.1	14.0 99.9	17.0 100.0	2.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 52

PUBLIC POLICY
Q 19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
INTERNATIONAL CONFLICTS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	116	44	96	89	23	64	59	63	18
TOTAL ANSWERING	10	4	7	7	3	4	5	3	1
(2)	1	1	1	1	1	1	1	0	1
	10.0	25.0	14.3	14.3	33.3	25.0	20.0	-	100.0
(3)	1	0	0	1	0	0	0	0	0
	10.0	-	-	14.3	-	-	-	-	-
(5)	1	1	1	1	0	1	1	1	0
	10.0	25.0	14.3	14.3	-	25.0	20.0	33.3	-
LEAST IMPORTANT (8)	2	0	1	1	1	1	1	0	0
	20.0	-	14.3	14.3	33.3	25.0	20.0	-	-
MENTIONED (NOT RANKED)	5	2	4	3	1	1	2	2	0
	50.0	50.0	57.1	42.9	33.3	25.0	40.0	66.7	-
MEAN BASE	5	2	3	4	2	3	3	1	1
MEAN	5.20	3.50	5.00	4.50	5.00	5.00	5.00	5.00	2.00
STD DEV	2.77	2.12	3.00	2.65	4.24	3.00	3.00	.00	.00
STD ERR	1.241	1.500	1.732	1.323	3.000	1.732	1.732	.000	.000
SIGMA	10.0	4.0	7.0	7.0	3.0	4.0	5.0	3.0	1.0
	100.0	100.0	100.0	100.1	99.9	100.0	100.0	100.0	100.0

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
U.S. TRADE DEFICIT

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	88	31	72	67	19	48	44	48	13
TOTAL ANSWERING	38	17	31	29	7	20	20	18	6
MOST IMPORTANT (1)	3	1	2	3	1	1	0	1	1
	7.9	5.9	6.5	10.3	14.3	5.0	-	5.6	16.7
(2)	8	6	8	6	1	6	2	4	1
	21.1	35.3	25.8	20.7	14.3	30.0	10.0	22.2	16.7
(3)	19	7	15	15	3	10	14	10	4
	50.0	41.2	48.4	51.7	42.9	50.0	70.0	55.6	66.7
(4)	1	0	0	0	0	0	0	0	0
	2.6	-	-	-	-	-	-	-	-
(6)	1	1	1	1	0	1	1	1	0
	2.6	5.9	3.2	3.4	-	5.0	5.0	5.6	-
(7)	1	0	1	1	1	1	1	0	0
	2.6	-	3.2	3.4	14.3	5.0	5.0	-	-
MENTIONED (NOT RANKED)	5	2	4	3	1	1	2	2	0
	13.2	11.8	12.9	10.3	14.3	5.0	10.0	11.1	-
MEAN BASE	33	15	27	26	6	19	18	16	6
MEAN	2.82	2.67	2.81	2.81	3.17	2.95	3.28	2.81	2.50
STD DEV	1.18	1.11	1.24	1.30	2.04	1.39	1.23	1.05	.84
STD ERR	.206	.287	.239	.254	.833	.320	.289	.262	.342
SIGMA	38.0	17.0	31.0	29.0	7.0	20.0	20.0	18.0	6.0
	100.0	100.1	100.0	99.8	100.1	100.0	100.0	100.1	100.1

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 54

PUBLIC POLICY
Q.19- MOST IMPORTANT FACTOR FACING THE COUNTRY RIGHT NOW:
WELFARE REFORM

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	70	19	55	54	14	33	36	35	11
TOTAL ANSWERING	56	29	48	42	12	35	28	31	8
MOST IMPORTANT (1)	12	6	11	11	6	9	6	6	2
	21.4	20.7	22.9	26.2	50.0	25.7	21.4	19.4	25.0
(2)	20	9	19	14	2	14	12	15	3
	35.7	31.0	39.6	33.3	16.7	40.0	42.9	48.4	37.5
(3)	14	10	11	11	1	9	5	7	2
	25.0	34.5	22.9	26.2	8.3	25.7	17.9	22.6	25.0
(4)	3	1	2	2	2	2	2	0	1
	5.4	3.4	4.2	4.8	16.7	5.7	7.1	-	12.5
(6)	1	0	0	0	0	0	0	0	0
	1.8	-	-	-	-	-	-	-	-
MENTIONED (NOT RANKED)	6	3	5	4	1	1	3	3	0
	10.7	10.3	10.4	9.5	8.3	2.9	10.7	9.7	-
MEAN BASE	50	26	43	38	11	34	25	28	8
MEAN	2.24	2.23	2.09	2.11	1.91	2.12	2.12	2.04	2.25
STD DEV	1.02	.86	.84	.89	1.22	.88	.88	.69	1.04
STD ERR	.144	.169	.128	.145	.368	.151	.176	.131	.366
SIGMA	56.0	29.0	48.0	42.0	12.0	35.0	28.0	31.0	8.0
	100.0	99.9	100.0	100.0	100.0	100.0	100.0	100.1	100.0

PUBLIC POLICY
Q 20- WHETHER FAVOR TERM LIMITS ON MEMBERS OF CONGRESS

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	6	0	6	5	3	4	4	0	1
TOTAL ANSWERING	120	48	97	91	23	64	60	66	18
YES	112	47	92	86	23	61	55	63	18
	93.3	97.9	94.8	94.5	100.0	95.3	91.7	95.5	100.0
NO	8	1	5	5	0	3	5	3	0
	6.7	2.1	5.2	5.5	-	4.7	8.3	4.5	-
SIGMA	120.0	48.0	97.0	91.0	23.0	64.0	60.0	66.0	18.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

PUBLIC POLICY
Q.21- WHETHER WOULD SUPPORT PUBLIC FINANCING OF CONGRESSIONAL CAMPAIGNS IN RETURN FOR ELIMINATION OF SPECIAL INTEREST POLITICAL ACTION COMMITTEES

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	9	0	9	8	4	6	4	1	1
TOTAL ANSWERING	117	48	94	88	22	62	60	65	18
YES	79	34	68	57	16	45	43	46	13
	67.5	70.8	72.3	64.8	72.7	72.6	71.7	70.8	72.2
NO	38	14	26	31	6	17	17	19	5
	32.5	29.2	27.7	35.2	27.3	27.4	28.3	29.2	27.8
SIGMA	117.0	48.0	94.0	88.0	22.0	62.0	60.0	65.0	18.0
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 57

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"TAX"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	12	5	9	9	3	6	5	4	2
TOTAL ANSWERING	114	43	94	87	23	62	59	62	17
TAX									
MOST IMPORTANT (1)	61	28	50	49	14	36	31	32	9
	53.5	65.1	53.2	56.3	60.9	58.1	52.5	51.6	52.9
(2)	28	10	24	18	3	13	15	15	4
	24.6	23.3	25.5	20.7	13.0	21.0	25.4	24.2	23.5
(3)	12	3	10	8	5	6	7	6	1
	10.5	7.0	10.6	9.2	21.7	9.7	11.9	9.7	5.9
(4)	3	0	2	3	0	3	2	3	0
	2.6	-	2.1	3.4	-	4.8	3.4	4.8	-
(5)	2	0	2	2	1	1	1	1	1
	1.8	-	2.1	2.3	4.3	1.6	1.7	1.6	5.9
(6)	2	0	1	2	0	1	0	0	0
	1.8	-	1.1	2.3	-	1.6	-	-	-
(7)	1	0	1	1	0	0	0	0	0
	.9	-	1.1	1.1	-	-	-	-	-
LEAST IMPORTANT (8)	1	0	1	1	0	0	0	1	0
	.9	-	1.1	1.1	-	-	-	1.6	-
MENTIONED (NOT RANKED)	4	2	3	3	0	2	3	4	2
	3.5	4.7	3.2	3.4	-	3.2	5.1	6.5	11.8
MEAN BASE	110	41	91	84	23	60	56	58	15
MEAN	1.84	1.39	1.84	1.88	1.74	1.72	1.70	1.81	1.67
STD DEV	1.33	.63	1.34	1.47	1.10	1.12	.95	1.28	1.11
STD ERR	.127	.098	.140	.160	.229	.145	.127	.168	.287

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"TAX"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL ANSWERING	114	43	94	87	23	62	59	62	17
SIGMA	114.0 100.1	43.0 100.1	94.0 100.0	87.0 99.8	23.0 99.9	62.0 100.0	59.0 100.0	62.0 100.0	17.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 58

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"DEFICIT REDUCTION"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	12	5	9	9	3	6	5	4	2
TOTAL ANSWERING	114	43	94	87	23	62	59	62	17
DEFICIT REDUCTION									
MOST IMPORTANT (1)	26 22.8	12 27.9	22 23.4	16 18.4	3 13.0	12 19.4	13 22.0	14 22.6	2 11.8
(2)	30 26.3	12 27.9	26 27.7	21 24.1	4 17.4	19 30.6	14 23.7	20 32.3	4 23.5
(3)	15 13.2	2 4.7	11 11.7	14 16.1	3 13.0	5 8.1	7 11.9	6 9.7	4 23.5
(4)	15 13.2	8 18.6	11 11.7	14 16.1	7 30.4	11 17.7	10 16.9	7 11.3	3 17.6
(5)	13 11.4	2 4.7	12 12.8	11 12.6	4 17.4	9 14.5	7 11.9	6 9.7	1 5.9
(6)	6 5.3	3 7.0	4 4.3	5 5.7	2 8.7	3 4.8	3 5.1	3 4.8	1 5.9
(7)	3 2.6	0 -	3 3.2	1 1.1	0 -	0 -	1 1.7	1 1.6	0 -
LEAST IMPORTANT (8)	2 1.8	2 4.7	2 2.1	2 2.3	0 -	1 1.6	1 1.7	1 1.6	0 -
MENTIONED (NOT RANKED)	4 3.5	2 4.7	3 3.2	3 3.4	0 -	2 3.2	3 5.1	4 6.5	2 11.8
MEAN BASE	110	41	91	84	23	60	56	58	15
MEAN	2.99	2.88	2.99	3.14	3.48	3.00	3.04	2.81	3.00
STD DEV	1.80	1.95	1.85	1.74	1.53	1.68	1.77	1.74	1.41
STD ERR	.172	.305	.194	.190	.320	.217	.236	.229	.365

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"DEFICIT REDUCTION"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL ANSWERING	114	43	94	87	23	62	59	62	17
SIGMA	114.0 100.1	43.0 100.2	94.0 100.1	87.0 99.8	23.0 99.9	62.0 99.9	59.0 100.0	62.0 100.1	17.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 59

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"ENVIRONMENT"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	14	6	10	10	3	7	6	6	3
TOTAL ANSWERING	112	42	93	86	23	61	58	60	16
ENVIRONMENT									
(2)	2	0	2	2	0	1	0	0	0
	1.8	-	2.2	2.3	-	1.6	-	-	-
(3)	7	3	6	3	2	4	5	4	1
	6.3	7.1	6.5	3.5	8.7	6.6	8.6	6.7	6.3
(4)	12	3	10	10	3	6	3	4	2
	10.7	7.1	10.8	11.6	13.0	9.8	5.2	6.7	12.5
(5)	14	5	11	9	2	8	8	6	0
	12.5	11.9	11.8	10.5	8.7	13.1	13.8	10.0	-
(6)	24	8	20	20	5	18	13	12	5
	21.4	19.0	21.5	23.3	21.7	29.5	22.4	20.0	31.3
(7)	20	10	16	17	5	11	11	14	4
	17.9	23.8	17.2	19.8	21.7	18.0	19.0	23.3	25.0
LEAST IMPORTANT (8)	31	12	26	23	6	12	16	18	3
	27.7	28.6	28.0	26.7	26.1	19.7	27.6	30.0	18.8
MENTIONED (NOT RANKED)	2	1	2	2	0	1	2	2	1
	1.8	2.4	2.2	2.3	-	1.6	3.4	3.3	6.3
MEAN BASE	110	41	91	84	23	60	56	58	15
MEAN	6.14	6.34	6.12	6.20	6.13	5.98	6.25	6.41	6.20
STD DEV	1.66	1.56	1.69	1.60	1.66	1.56	1.58	1.53	1.52
STD ERR	.158	.243	.177	.175	.346	.201	.211	.201	.393
SIGMA	112.0	42.0	93.0	86.0	23.0	61.0	58.0	60.0	16.0
	100.1	99.9	100.2	100.0	99.9	99.9	100.0	100.0	100.2

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 60

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"INTERNATIONAL TRADE"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	16	7	11	12	4	9	6	6	3
TOTAL ANSWERING	110	41	92	84	22	59	58	60	16
INTERNATIONAL TRADE									
MOST IMPORTANT (1)	3	0	3	3	1	2	2	2	1
	2.7	-	3.3	3.6	4.5	3.4	3.4	3.3	6.3
(3)	11	5	9	8	2	7	5	10	2
	10.0	12.2	9.8	9.5	9.1	11.9	8.6	16.7	12.5
(4)	13	7	12	11	3	6	7	6	2
	11.8	17.1	13.0	13.1	13.6	10.2	12.1	10.0	12.5
(5)	8	2	7	7	2	3	1	3	1
	7.3	4.9	7.6	8.3	9.1	5.1	1.7	5.0	6.3
(6)	22	9	18	13	4	9	11	10	3
	20.0	22.0	19.6	15.5	18.2	15.3	19.0	16.7	18.8
(7)	32	12	25	26	6	18	20	15	3
	29.1	29.3	27.2	31.0	27.3	30.5	34.5	25.0	18.8
LEAST IMPORTANT (8)	19	5	16	14	4	13	10	12	3
	17.3	12.2	17.4	16.7	18.2	22.0	17.2	20.0	18.8
MENTIONED (NOT RANKED)	2	1	2	2	0	1	2	2	1
	1.8	2.4	2.2	2.4	-	1.7	3.4	3.3	6.3
MEAN BASE	108	40	90	82	22	58	56	58	15
MEAN	5.89	5.78	5.82	5.83	5.77	5.97	6.00	5.72	5.53
STD DEV	1.78	1.64	1.83	1.85	1.93	1.92	1.83	1.99	2.13
STD ERR	.172	.259	.193	.204	.411	.252	.244	.261	.551
SIGMA	110.0	41.0	92.0	84.0	22.0	59.0	58.0	60.0	16.0
	100.0	100.1	100.1	100.1	100.0	100.1	99.9	100.0	100.3

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 61

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"HEALTH CARE REFORM"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	14	5	10	10	3	7	5	5	3
TOTAL ANSWERING	112	43	93	86	23	61	59	61	16
HEALTH CARE REFORM									
MOST IMPORTANT (1)	8	0	5	6	2	4	6	3	1
	7.1	-	5.4	7.0	8.7	6.6	10.2	4.9	6.3
(2)	19	8	16	17	7	10	9	9	2
	17.0	18.6	17.2	19.8	30.4	16.4	15.3	14.8	12.5
(3)	24	10	17	20	4	15	13	12	3
	21.4	23.3	18.3	23.3	17.4	24.6	22.0	19.7	18.8
(4)	18	8	15	8	3	6	11	9	1
	16.1	18.6	16.1	9.3	13.0	9.8	18.6	14.8	6.3
(5)	12	5	10	11	2	8	6	9	3
	10.7	11.6	10.8	12.8	8.7	13.1	10.2	14.8	18.8
(6)	18	7	17	13	4	10	7	12	3
	16.1	16.3	18.3	15.1	17.4	16.4	11.9	19.7	18.8
(7)	3	1	3	2	0	3	1	2	1
	2.7	2.3	3.2	2.3	-	4.9	1.7	3.3	6.3
LEAST IMPORTANT (8)	7	2	7	6	1	4	3	2	1
	6.3	4.7	7.5	7.0	4.3	6.6	5.1	3.3	6.3
MENTIONED (NOT RANKED)	3	2	3	3	0	1	3	3	1
	2.7	4.7	3.2	3.5	-	1.6	5.1	4.9	6.3
MEAN BASE	109	41	90	83	23	60	56	58	15
MEAN	3.99	4.10	4.19	3.94	3.57	4.10	3.75	4.14	4.40
STD DEV	1.91	1.70	1.95	1.97	1.90	1.97	1.86	1.78	2.03
STD ERR	.183	.266	.206	.216	.397	.255	.249	.234	.524

AMERICAN HARDWARE MANUFACTURERES ASSOCIATION

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"HEALTH CARE REFORM"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL ANSWERING	112	43	93	86	23	61	59	61	16
SIGMA	112.0 100.1	43.0 100.1	93.0 100.0	86.0 100.1	23.0 99.9	61.0 100.0	59.0 100.1	61.0 100.2	16.0 100.4

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 62

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"PRODUCT LIABILITY"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	15	6	10	11	3	8	6	7	3
TOTAL ANSWERING	111	42	93	85	23	60	58	59	16
PRODUCT LIABILITY									
MOST IMPORTANT (1)	2	0	2	2	1	1	0	0	0
	1.8	-	2.2	2.4	4.3	1.7	-	-	-
(2)	10	4	8	8	3	6	4	5	2
	9.0	9.5	8.6	9.4	13.0	10.0	6.9	8.5	12.5
(3)	10	3	8	7	2	4	4	7	1
	9.0	7.1	8.6	8.2	8.7	6.7	6.9	11.9	6.3
(4)	18	2	14	11	1	10	8	9	2
	16.2	4.8	15.1	12.9	4.3	16.7	13.8	15.3	12.5
(5)	23	11	18	17	5	13	16	11	3
	20.7	26.2	19.4	20.0	21.7	21.7	27.6	18.6	18.8
(6)	15	7	14	13	4	10	8	9	0
	13.5	16.7	15.1	15.3	17.4	16.7	13.8	15.3	-
(7)	17	6	16	15	4	6	7	7	3
	15.3	14.3	17.2	17.6	17.4	10.0	12.1	11.9	18.8
LEAST IMPORTANT (8)	14	8	11	10	3	9	9	9	4
	12.6	19.0	11.8	11.8	13.0	15.0	15.5	15.3	25.0
MENTIONED (NOT RANKED)	2	1	2	2	0	1	2	2	1
	1.8	2.4	2.2	2.4	-	1.7	3.4	3.4	6.3
MEAN BASE	109	41	91	83	23	59	56	57	15
MEAN	5.14	5.56	5.19	5.19	5.13	5.15	5.38	5.21	5.53
STD DEV	1.89	1.87	1.90	1.92	2.12	1.90	1.75	1.88	2.20
STD ERR	.181	.292	.199	.211	.441	.248	.234	.249	.568

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"PRODUCT LIABILITY"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	111	42	93	85	23	60	58	59	16
SIGMA	111.0 99.9	42.0 100.0	93.0 100.2	85.0 100.0	23.0 99.8	60.0 100.2	58.0 100.0	59.0 100.2	16.0 100.2

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"BUSINESS REGULATION"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	13	6	10	10	3	6	6	5	2
TOTAL ANSWERING	113	42	93	86	23	62	58	61	17
BUSINESS REGULATION									
MOST IMPORTANT (1)	8 7.1	1 2.4	8 8.6	7 8.1	2 8.7	4 6.5	2 3.4	6 9.8	2 11.8
(2)	20 17.7	7 16.7	15 16.1	18 20.9	6 26.1	11 17.7	13 22.4	9 14.8	3 17.6
(3)	27 23.9	12 28.6	26 28.0	20 23.3	4 17.4	16 25.8	12 20.7	11 18.0	1 5.9
(4)	21 18.6	10 23.8	17 18.3	17 19.8	3 13.0	12 19.4	10 17.2	14 23.0	4 23.5
(5)	13 11.5	5 11.9	9 9.7	8 9.3	4 17.4	5 8.1	9 15.5	8 13.1	2 11.8
(6)	9 8.0	3 7.1	7 7.5	7 8.1	1 4.3	5 8.1	5 8.6	5 8.2	3 17.6
(7)	7 6.2	1 2.4	5 5.4	4 4.7	1 4.3	4 6.5	3 5.2	4 6.6	0 -
LEAST IMPORTANT (8)	5 4.4	2 4.8	4 4.3	3 3.5	2 8.7	3 4.8	2 3.4	1 1.6	0 -
MENTIONED (NOT RANKED)	3 2.7	1 2.4	2 2.2	2 2.3	0 -	2 3.2	2 3.4	3 4.9	2 11.8
MEAN BASE	110	41	91	84	23	60	56	58	15
MEAN	3.83	3.83	3.71	3.63	3.78	3.82	3.86	3.78	3.67
STD DEV	1.84	1.63	1.82	1.78	2.07	1.85	1.75	1.77	1.76
STD ERR	.175	.254	.190	.194	.431	.239	.234	.232	.454

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"BUSINESS REGULATION"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	113	42	93	86	23	62	58	61	17
SIGMA	113.0 100.1	42.0 100.1	93.0 100.1	86.0 100.0	23.0 99.9	62.0 100.1	58.0 99.8	61.0 100.0	17.0 100.0

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES TABLE 64

ISSUE PRIORITY
Q.22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"LABOR"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILDING/ MATERIALS	HARDWARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMBING & ELECTRICAL	PAINT & SUNDRIES	HOUSEWARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	15	6	10	11	3	8	6	6	3
TOTAL ANSWERING	111	42	93	85	23	60	58	60	16
LABOR									
MOST IMPORTANT (1)	2	0	1	1	0	1	2	1	0
	1.8	-	1.1	1.2	-	1.7	3.4	1.7	-
(2)	1	0	0	0	0	0	1	0	0
	.9	-	-	-	-	-	1.7	-	-
(3)	4	3	4	4	1	3	3	2	2
	3.6	7.1	4.3	4.7	4.3	5.0	5.2	3.3	12.5
(4)	10	3	10	10	3	6	5	6	1
	9.0	7.1	10.8	11.8	13.0	10.0	8.6	10.0	6.3
(5)	25	11	22	19	3	13	8	14	4
	22.5	26.2	23.7	22.4	13.0	21.7	13.8	23.3	25.0
(6)	14	4	10	11	3	4	9	7	0
	12.6	9.5	10.8	12.9	13.0	6.7	15.5	11.7	-
(7)	26	11	22	17	7	17	13	15	4
	23.4	26.2	23.7	20.0	30.4	28.3	22.4	25.0	25.0
LEAST IMPORTANT (8)	27	9	22	21	6	15	15	13	4
	24.3	21.4	23.7	24.7	26.1	25.0	25.9	21.7	25.0
MENTIONED (NOT RANKED)	2	1	2	2	0	1	2	2	1
	1.8	2.4	2.2	2.4	-	1.7	3.4	3.3	6.3
MEAN BASE	109	41	91	83	23	59	56	58	15
MEAN	6.08	6.07	6.08	6.04	6.30	6.14	6.04	6.07	6.00
STD DEV	1.67	1.56	1.61	1.64	1.55	1.69	1.88	1.61	1.81
STD ERR	.160	.243	.168	.180	.323	.220	.251	.211	.468

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 64/2

ISSUE PRIORITY
Q 22- ASSESSMENT OF IMPORTANCE ON ISSUES FEEL MOST CRITICAL TO BUSINESS IN 1994:
"LABOR"

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL ANSWERING	111	42	93	85	23	60	58	60	16
SIGMA	111.0 99.9	42.0 99.9	93.0 100.3	85.0 100.1	23.0 99.8	60.0 100.1	58.0 99.9	60.0 100.0	16.0 100.1

1994 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS' REPRESENTATIVES

TABLE 65

ISSUE PRIORITY
Q.23- RATING EXCELLENCE OF AHMA GOVERNMENT RELATIONS INFORMATION YOU HAVE RECEIVED

		PRODUCT LINES REPRESENTED							
	TOTAL	BUILD-ING/ MATE-RIALS	HARD-WARE	HAND & POWER TOOLS	AUTO/ TOYS & SPORT	LAWN & GARDEN	PLUMB-ING & ELEC-TRICAL	PAINT & SUN-DRIES	HOUSE-WARES
TOTAL	126	48	103	96	26	68	64	66	19
NO RESPONSE	12	4	8	9	3	4	5	3	2
TOTAL ANSWERING	114	44	95	87	23	64	59	63	17
EXCELLENT (5)	56	23	46	48	12	34	32	35	8
	49.1	52.3	48.4	55.2	52.2	53.1	54.2	55.6	47.1
ABOVE AVERAGE (4)	42	12	36	28	10	23	22	21	7
	36.8	27.3	37.9	32.2	43.5	35.9	37.3	33.3	41.2
AVERAGE (3)	15	8	12	11	1	6	5	7	2
	13.2	18.2	12.6	12.6	4.3	9.4	8.5	11.1	11.8
FAIR (2)	1	1	1	0	0	1	0	0	0
	.9	2.3	1.1	-	-	1.6	-	-	-
MEAN BASE	114	44	95	87	23	64	59	63	17
MEAN	4.34	4.30	4.34	4.43	4.48	4.41	4.46	4.44	4.35
STD DEV	.74	.85	.74	.71	.59	.73	.65	.69	.70
STD ERR	.069	.128	.076	.076	.124	.091	.085	.087	.170
SIGMA	114.0	44.0	95.0	87.0	23.0	64.0	59.0	63.0	17.0
	100.0	100.1	100.0	100.0	100.0	100.0	100.0	100.0	100.1

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